SOAP.

A MONTHLY MAGAZINE

for Manufacturers of Soaps of All Kinds, Disinfectants, Household Insecticides, Cleaning Preparations, Polishes and Allied Products

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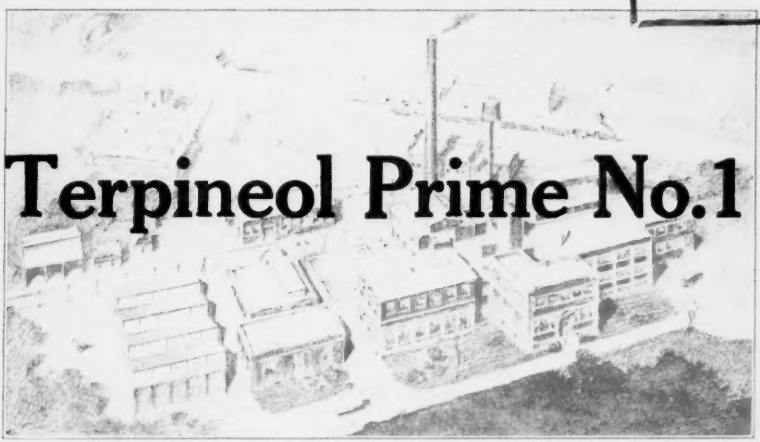

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SOAP

Volume Two
Number Eight

The Editor's Page

Bulk Soap Prices

SOME four or five months ago, the break in cotton oil prices as a result of the bumper crop of cotton, forced down practically the entire fat and oil market. Not only coconut, palm, and other oils, but tallow, greases, vegetable oil foots and fatty acids, felt the drop in cotton oil. With a reduction in cost of raw materials, large consumers of soaps, notably bulk soap chips, soap powders, and textile soaps, demanded that the finished materials be cut in proportion to the drop in fat and oil costs. It did not take competition among soapmakers long to make the demands of buyers a fact. Prices were cut.

A month or two after the cotton oil break, a recovery in the fat and oil markets brought prices for most all oils, greases, foots, fatty acids to higher levels. At that time, however, soap consumers did not call the raw material situation to the attention of the soapmakers. The shoe was on the other foot. As a result of competition, prices for soap products were held at the levels to which they had been forced previously by the drop in oil prices. Apparently, nobody has had the courage to move prices back to the figures of six months ago in the face of keen competition. They are still where they were after the cut.

The present problem in bulk soap prices is typical of those business situations which cost money. What the trade needs, in reality, is two or three leaders who are big enough and strong enough to take the lead in advancing prices when a legitimate advance is due as a result of higher material costs. It does not take either strength or courage to cut prices, but it does to advance them. Then, there is the possibility of working out a definite price basis for various standard soap products having a direct relation to the fat, grease, and oil market. Schedules might be issued at the beginning of every year with definite prices based on the price of cotton oil, foots, fatty acid, or other raw material to be adjusted monthly according to the oil market. This is done in other trades. Why not soap? Price advances then become automatic; likewise reductions. The buyer knows in advance that the cost of his soap will be determined by the raw material market. A definite system such as this would go a long ways toward avoiding a price situation such as exists at present.

In the meantime, who will take the lead in readjusting the ratio of prices in accordance with material costs which was broken down by the cotton oil crash last year?

The Caustic Potash Advance

EFFECTIVE April 1, the price of caustic potash was advanced three-eighths of a cent per pound in the American market. That this advance was coming was a foregone conclusion four months ago when the German syndicate moved up European quotations. The expected advance was more or less confirmed a month or so ago when stocks of caustic potash for delivery in the United States on contracts at the old price, were shipped here for warehousing, and new contracts could not be negotiated with representatives of foreign producers.

For some months past there has been a general shortage of caustic potash in all markets. This has been the direct result of reduced production abroad because the price at which the material had been selling was not sufficient to make it worth while for producers to increase their outputs to take care of an expanded demand. The complexities of the business and the excessive cost of equipment discouraged new factors entering the manufacture abroad, especially in view of the scarcity of capital both in Germany and France for several years past. One plant which did start up, was forced later to shut down owing to numerous technical difficulties and the insufficient remuneration.

With this background, the recent advance in price can be readily understood. In reality, it is a good thing for all consumers of caustic potash. The lower prices had forced the market into a position which bid fair to cause consumers all sorts of annoyances. Outside of contract material, available stocks of potash had been cut down to the point where pur-

Insecticide and Disinfectant Section Begins on Page 53

chases were difficult to make and goods commanded an increasing premium. It is readily conceivable that no great increase in demand might have forced the open market price up three or four cents per pound. The new price represents a moderate advance based on higher cost of the basic potash salts and increased cost of production. It is justified by manufacturing conditions; it gives to producers the incentive to increase output to meet growing demand; it protects consumers from a shortage and serious market difficulties which very probably would have developed if lower prices continued. The advance is an assurance against a future market upheaval which might have been very costly to all users.

Who Will Pay the Bergamot Bill?

MOVEMENTS of the price of bergamot oil during the past year have attracted attention somewhat out of proportion to the importance of the product. At the same time, large consumers who have been and still are the victims of the speculative activities in the producing districts of Sicily, cannot be blamed for focusing attention on a market which has caused them many difficulties and has also cost them considerable money. They know that they have been made to "pay through the nose" for a year and are wondering just how long this will continue, or when the market structure which the producers have reared abroad, will topple and return things to normalcy.

Advices from primary markets state that the last crop was at least fifty per cent larger than its predecessor and satisfactory from other angles. They also indicate that the production leaves no room for excuses or justification of present high prices. The financial position of the producers is so much improved over several years ago, as a result of large returns from recent productions, that they do not have to sell their bergamot to realize cash. Offers at figures under their quoted levels are summarily rejected in most cases, and they are cold to arguments to move their current large stocks of oil. News from Sicily states that price reductions to-day mean little, for they may be followed by an even sharper advance to-morrow for no apparent reason.

The bergamot situation is not uncommon in the essential oil or other markets. The same thing has happened in the past in lavender, peppermit, geranium, citronella, and other oils. In each case, however, the period of abnormally high prices has been followed by reactions which have been extremely detrimental to producers. High prices in the past brought a great deal of adulteration and complications which discouraged consumers. Outside of price considerations, the reaction to a situation such as exists in bergamot, has always been to wean consumers away from the product. Wherever a switch to another oil could be made, it has been made. Where a synthetic substitute could be used, it has been used. New formulas worked out would naturally steer clear of a product priced too high. It would be left out completely or used in minimum quantities. Past experience has shown the greatest sufferer in the long run from a market artificially supported and subject to speculative juggling, is the producer. This will probably be the case with bergamot.

Sell Insecticides Next Winter

SEVERAL years ago when insecticides of the pyrethrum type first came into prominence, they were featured as fly killers; in fact, so much space was devoted in advertising and printed matter to the efficacy of these preparations for killing flies that the public naturally came to think of them only in this connection. Very little, if anything, was said of the value of these products as destroyers of other types of insects."

"It is our opinion," a bulletin of the *Insecticide and Disinfectant Manufacturers Association* goes on, "that every insecticide manufacturer wants to create a market for his preparation which will be active the year 'round. Can he successfully do this by incessantly hammering away at the idea that his product is a fly killer? It is well known by those intimately connected with the industry that pyrethrum insecticides will kill every type of crawling, hopping and flying insect,—but, does the public so understand it? We think not, and make bold to suggest that the responsibility lies with the manufacturer and the agency which prepares his advertising and descriptive printed matter."

This statement goes right to the heart of the weakness of the liquid spraying insecticide business. It has been strictly a seasonal affair heretofore. Manufacturers, with the exception of one or two of the bigger companies, have made the business a summer proposition and have let it remain so. The winter just past saw a strong advertising drive by one of the best known insecticides to popularize its use against roaches, moths, bed bugs, and other pests which abound in winter as well as summer. This has been the first break away from the old method of trying to sell for warm weather use only, and for use chiefly against

(*Continued on Page* 65)

What Specifications for Liquid Soap?

What a Few Manufacturers Think of the Specifications of a 100,000 Gallon Buyer of Liquid Toilet Soaps

AN organization of national scope which buys over 100,000 gallons of fifteen per cent liquid toilet soap per year recently undertook an investigation of the practicability of their specifications as judged from the angle of commercial liquid soaps. The investigation was originally prompted by an article which was published in SOAP late last year on "Liquid Soap Concentration" by L. F. Hoyt of the Larkin Company, Buffalo, N. Y. The purchasing agent for the consumer wrote to Mr. Hoyt as follows: "Your article in 'SOAP' has been very interesting to me, particularly the remarks at the end dealing with the limits of caustic potash and free fat that may be found in commercial liquid soap. We have established limits for caustic potash and unsaponified oil for liquid soap in the specifications under which this commodity is purchased. At various times comments have been made regarding these limits which have led us to wonder whether they are in conformity with what may be expected in commercial practice. I should like to ask you to comment upon these specifications, particularly with regard to the unsaponified oil, in view of the fact that in your article it is stated that no 20 per cent. potash soap should contain as much as 0.7 per cent. unsaponified oil. I should be interested in knowing what your opinion is as to what a normal limit should be. In other words, is .15 percent. unsaponified oil in a 40 per cent. liquid soap something that will guarantee us a product well-made and free from tendency to rancidity, or should the limit be raised?"

The Specifications

IT was indicated that the best quality soap available was desired and that the specifications had been drawn up with that idea in view. A neutral, free rinsing soap which will not chap the hands was required. No perfume or odor other than that of coconut oil has been desired thus far. The specifications follow:

"To be a clear solution of a neutral soap, well made from pure vegetable oil and potash, without the addition of alcohol or glycerin, and free from all foreign matter or objectionable odors other than that of coconut oil.

Analysis: The material will be analyzed according to the methods outlined in U. S. Bureau of Standards Circular No. 124, issued July 27, 1922, but the testing laboratory reserves the right to use any other tests which may be deemed advisable. Soap of two concentrations is desired:

	15% Soap	40% Soap
Total Anhydrous Soap shall be not less than	12.5%	34. %
Total matter insoluble in alcohol shall not exceed	0.5%	1.5%
Free Alkali, calculated as potassium hydroxide shall not exceed	0.05%	0.15%
Chlorides, calculated as potassium chloride, shall not exceed	0.3%	0.9%
Unsaponified saponifiable material shall not exceed	.07%	.15%

More than traces of sulphate and sugar shall not be present.

All constituents shall be calculated on the basis of the original sample.

Packing: Barrels, half-barrels, (the following in wooden cases) 1—10-gal. can or 2—5-gal. cans, 1—5-gal. can, 10—1-gal. cans.

Comment on the Specification

IN response to the request for candid criticism of the specifications and suggested changes, Mr. Hoyt stated: "I consider your liquid soap specification to be an intelligent and well balanced specification (which is in marked contrast to many specifications which have come to my attention. It is my opinion however, that the low limit for unsaponified saponifiable material could be met only by taking advantage of all of the free alkali which you allow. In other words, it would be difficult for the soap maker to produce a 40% liquid soap containing only 0.15% free fat without keeping his soap base distinctly on the alkali side and completing the saponification as thoroughly as possible. It would not be feasible to make a thoroughly saponified cold made soap, in one operation, in which both free alkali

and free fat would simultaneously be very low.

As you probably know, liquid soaps are usually made by first saponifying a fat or oil (usually coconut oil) with aqueous potash and subsequently dissolving the soap base in distilled or soft water. The soap base will commonly contain about 25% of moisture, and a content of 0.1% free alkali as KOH, with 0.4 to 0.5% unsaponified saponifiable matter, i.e. free fat or oil, would in my opinion represent an average well saponified product. It would be possible to further reduce the unsaponified saponifiable mattering by using an excess of alkali, but this would involve an extra step (generally undesirable) in manufacture, viz. the subsequent addition of fatty acids or mineral acid, to reduce the free alkali to a reasonable value.

In my opinion a 40% liquid soap containing not over 0.1% free alkali and not over 0.3% unsaponified saponifiable matter would more nearly represent a well made commercial liquid soap, and one from which I believe there would be no trouble from rancidity. For the 15% soap, a limit of 0.12% unsaponified saponifiable matter would not be unreasonable. The specification of not over .05% free alkali in dilute liquid soap is a very general one (and one which might well be retained in your specification, even though somewhat out of line with the 0.1% limit in the 40% soap), though in my experience many commercial liquid soaps of 15 to 20% concentration do not exceed .02-.03% free alkali content."

Too Much Leeway in Materials

THE question of the liquid soap specifications was also taken up with a number of other manufacturers through the medium of the editorial department of SOAP. The comments of the various manufacturers follow: J. L. Brenn, president, Huntington Laboratories, Huntington, Ind.—"We believe that in these specifications they leave too much latitude for kind of materials that can be used for making soap, and I would suggest the following revisions. Instead of stipulating "to be a clear solution" this should read a clear soap, water white in color. This would automatically remove the scheme of using foots and similar inferior oils. Then instead of saying 'pure vegetable oil and potash' it should read plainly to be made from the refined Coconut Oil with a free fatty acid content of less than ½ of 1 percent. The rest of these specifications would be alright as they are with the exception that in free alkali they should limit the excess to 0.05 on the 15 percent soap and 0.15 on the 40 percent soap. I can readily see where they would have a lot of complaints about chapped hands with soap containing as much excess alkali as their specifications permit.

"Their specifications rewritten as above outlined would give them a soap of very good quality when considered in the light of the composition of good soaps in liquid form now on the market, and I can think of but one other improvement that could be made and that be to specify that the soap be made from 80 percent of the refined cocoanut oil above specified and 20 percent of pure olive oil denatured with rosemary. This addition of olive oil would add considerably and make it much more desirable although it is not absolutely necessary."

Careful Control of Saponification

WILLIAM M. SPRINGER of the Bristol-Myers Co., New York, has the following comments to make: "First of all, the specifications given can be met. We have supplied a great deal of liquid soap made to just these specifications, but they are not easy to meet. In comparison with a more rational set of specifications, the cost incident to adhering strictly thereto is not at all commensurate with a small increase in price to meet them. The soap content of course can always be met, being merely a question of dilution. The matter insoluble in alcohol, the chlorides, sulfate, and sugar, can likewise be met with appropriate raw materials. The difficulty hinges on the extremely low free cau tic alkalinity coupled with the low unsaponified saponifiable. In a soap of this nature, not permitting of salting out, a very careful control of saponification is necessary to ensure completeness of saponification with the given tolerances on excess alkalinity. The accuracy required in measuring the raw materials, as well as the difficulty in ensuring the uniform composition of these raw materials, particularly the caustic potash makes frequent adjustment during the saponification period necessary. Unduly lengthening the saponification period contributes to a darkening of the soap, which usually follows with long cooking.

The method of Circular 124 of the United States Bureau of Standards does not include the determination of unsaponified saponifiable at all. This requirement is not made for liquid soap purchased under governmental specifications, being only used in connection with the various solid soaps (covered by Bulletin 62 of the Bureau of Standards). These methods, while well worked out by the Bureau of Standards, are nevertheless very lengthy. A com-

plete unsaponified saponifiable analysis such as used by one purchaser of liquid soap would require an overall length of time of about two days, of which four to six hours are productive work. Under these circumstances, it is easily seen that any kind of unsaponified saponifiable control during manufacture presents a problem. It is possible, however, to use a modified procedure which will care for this difficulty within reasonable limits.

As to changes we would suggest, the whole question of the reasonableness of the unsaponified saponifiable comes to the front. Any well made and filtered coconut oil potash soap can have only inconsiderable amounts of unsaponified saponifiable. This material, whether unsaponified oil or fatty acids themselves, is not soluble with clarity to any extent in such a soap, and under normal manufacturing conditions would not be found therein in an amount more than a small multiple of the tolerances given in these specifications. Fundamentally, the only possible reason for defining limits on unsaponified saponifiable in such a soap as this could be the feeling that such unsaponified material would go rancid and give the soap an objectionable odor. In our experience in manufacturing many hundreds of thousands of gallons of such liquid soaps, we have never found them to develop such a rancid odor, irrespective of the content of unsaponified saponifiable. If we care to assume that rancidity develops due to bacteriological action, it is difficult to see how much growth of bacteria could in an antiseptic environment such as that of potash-coconut oil.

Coconut Oil Soap Will Chap

WITH regard to the obtainance of a "high quality article" which will not chap the hands in cold weather, if coconut oil is specified, it is known that such soap will chap the hands. This chapping of the hands is not in any way connected with the content of unsaponified saponifiable—quite the reverse; a small percentage of unsaponified oil would contribute to doing away with this chapping effect. It is likewise not due to the content of free caustic. It is about time that the idea of small amounts of free caustic in liquid soap causing a dermatitis be refuted. While the caustic content of a soap left in contact with the skin for long periods of time might be expected to produce a sloughing of tissue, certainly the presence of this compound under normal conditions of use could never by any stretch of the imagination be so believed to cause trouble. Even if this soap contains no more caustic alkali than is sufficient to combine with the fatty acid therein, or even if the soap contains an excess of free fatty acid over this, a dilute solution of the soap such as is used in washing will by hydrolysis give an appreciable hydroxyl concentration.

Rather the effect of coconut oil soap in producing skin irritation must be regarded as specific for this class of soap—possibly associated with the lower molecular weight soap entering more readily into a true solution rather than colloidal. However, this may be, the fact that the pure coconut oil soap will give rise to irritation complaints from a limited number of users is recognized, and some manufacturers, including ourselves, make a claim of soap containing in addition to coconut oil soap, a small amount of an olive oil soap, which is believed to counteract this effect.

As probably is the experience of all manufacturers of liquid soap, the so-called chapping complaints develop mostly with the advent of cool weather, and we are constrained to believe that it is more the result of careless drying of the hands than anything else. At the same time coconut oil soaps being so superior for washing in cold water probably results in less rinsing than would be the case in a hot water soap.

In conclusion, a concern willing to pay an added increment in price for an article meeting these specifications, to our mind are paying money for sustaining an illogical opinion as to what constitutes a good soap, at least as far as unsaponified saponifiable is concerned."

Specifications Not Difficult

COMMENT of C. W. Crowell of the Pacific Chemical Co., Los Angeles, Calif., follow: "We believe that their requirements are not difficult to fill but there are two specifications, in the writer's mind, which are incorrect. First, they ask for a 15% soap of 12.5% anhydrous content. To obtain a 12.5% anhydrous soap the manufacturer would have to furnish soap containing 17% total solids. This same ratio would apply to the 40%. In other words, to obtain a 34% anhydrous soap the manufacturer would have to manufacture a soap containing 46% total solids.

Secondly, they permit unsaponified saponified material of from .07% to .15% in the respective soaps. Properly made liquid soaps are never dropped from the kettle until they show *no* unsaponified material.

A very possible reason for chapping of the hands during the winter is probably due to the fact that your purchaser, because of his close buying practice, gets such a low price on his soap that the manufacturer, in order to make

(*Continued on Page 87*)

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Educating the Large Soap Consumer

Value to the Soapmaker of Having His Bulk Products Used Intelligently by Large Industrial Establishments

A LITTLE learning is a dangerous thing, but in many instances, its is not as dangerous as no learning at all. Manufacturers who lose business because their products are improperly used, are basically at fault. Ignorance of the consumer is more or less to be expected, more particularly where the use of a product is directed by ordinary workmen. Every ignorant consumer is a prospective lost customer, while an intelligent user at least gives a product an opportunity to show its merits if it has any.

The frequently accepted mistake is that everybody knows how to use soap and detergents. This is untrue in innumerable cases of household use, and in industrial large quantity usage, it can be multiplied many fold. Take the case of chip soaps, washing powders, and general household detergents. It is safe to say that there has been a definite reaction in a certain percentage of cases against powders and chips due to the consumer using them in too concentrated a solution. The difficulty in rinsing out and getting rid of the excess soap has been taken in some instances as a shortcoming of the product.

In industrial usage, in laundries, in textile mills, in renovating plants, in hotels, in office buildings, in institutions, where the workman is not told specifically how to use the product and given some facts about the material with which he is working, the chance for misuse is even greater. If the average large consumer knew more about detergents, their composition and the whys and wherefores of their cleansing action, it is logical to believe that the chance of error would be considerably reduced.

There would have been a number of instances of educational advertising to the housewife on the correct method, and on new methods, of using various well-known soap products. Some instances of articles in laundry and textile journals, of bulletins and booklets on large quantity detergent consumption have come to light but they are few. A booklet put out late last year by the Cowles Detergent Co. of Cleveland, for the laundry and textile trades, covering the characteristics and properties of soap and how it cleanses, and exposing certain popular fallacies, is a good case of intelligent educational work. Although it probably becomes somewhat too technical in some places to be understood readily by a consumer who is not technically educated, it does bring out a number of interesting points so they may be clearly understood.

About Home-made Soaps

ON THE first page, a point is brought out which should help to clear up an old-time error. Regarding home-made soaps, it states: "The manufacture of soap in the laundry is not to be recommended as good practice, for it usually results in a product containing free alkali. This gives rise to the mistaken idea that a home-made soap is more efficient than a purchased one. Any unusual strength apparent in such soaps is traceable to the free alkali, or caustic, a source of injury to the life and colors of clothing."

Regarding the detergent action of soaps, they say: "There is no doubt that the detergent action of soaps depends upon a combination of chemical and physical causes. When soap dissolves in water, the soap decomposes or separates to a certain extent, with the liberation of alkali and a fatty acid derivative. The fatty acid derivative has the characteristics of a grease. The process of decomposition is technically spoken of as hydrolysis. The extent of hydrolysis is increased at higher temperatures, and in dilute solutions of soap, such as in the first hot rinse behind the suds. The soaps prepared from soft stock decompose more easily than those prepared from hard stock. At the temperatures of the wash wheel, the extent of decomposition of soft soaps is such as to practically render them unsuitable under these conditions. At lower temperatures, the reverse is true." A diagram used to show the manner in which aqueous solutions of soap hydrolyze.

The connection of lowered surface tension with "wetting" and of soap colloids with adsorption in the washing operation are explained in about as elementary style as it is possible to explain them. "When soap is added to water, the surface tension is lessened. A drop now flattens out readily, and its surface can be penetrated more easily than that of clear water. A

piece of cloth will now readily absorb the drop, or in other words become "wet". On shaking, air will now enter the surface of the liquid, the mixture forming an "emulsion of air," or "suds."

Surface Tension and Washing Action

HOW low surface tension improves detergent action, is described. "Liquid drops and solid grains (both classed as dirt) will coalesce or unite if allowed to come in actual contact. In the washing process, drops of oil or melted grease and grains of dirt are broken up by agitation. While suspended in the solution, whose surface tension is low, its surface film immediately surrounds or envelops the fragments, keeping them separated, preventing coalescence or blending, and establishing conditions favorable to the removal of this foreign matter. This action is commonly termed emulsification, although strictly speaking, the term adsorption is more correct. Important in connection with this emulsification, is the power of a soap solution to "wet" a surface. This is a combined function of the low surface tension and the property of adsorption."

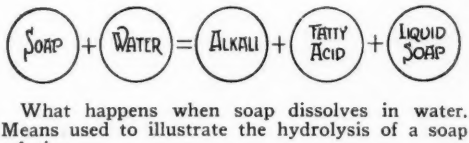
The Value of Suds

WHAT suds are, how they are formed, and their value to the washing process is described as follows: "The value of suds consists of (first) the creation of a cushion of air to lighten some of the wear and tear on the machine and to lubricate and reduce friction in the cloth; (second) provide a means of incorporating air which exerts a whitening effect on goods due to the presence of oxygen; (third) assisting in dirt removal by air agitation in the fibres and buoyancy; (fourth) functioning as an indicator of the presence of active suitable for cleansing by which the washman is guided in determining or watching the extent of exhaustion of his soap solution during the suds operation."

Following this discussion of suds, a rather involved explanation of the cleansing action of colloids and the difference between *adsorption and absorption* is taken up. Although the subjects are very technical, the elementary explanation is well done. However, it appears of doubtful value if the booklet was aimed to be read by washmen in laundries and millmen, had the space been taken up by a detailed description of various correct uses of some of the products of the company. For the average industrial soap user, it is a safe guess that the explanation of the colloidal activity would not be be understood sufficiently well to make it of value.

Exhausted Soap Solutions

WHY soap solutions become exhausted is explained as follows: "Everyone is familiar with the fact that a soap solution becomes exhausted; that is, rendered unfit for cleansing purposes by passing a considerable quantity of "second suds" is necessary in washing certain



What happens when soap dissolves in water. Means used to illustrate the hydrolysis of a soap solution.

classes of goods. The cause of this exhaustion is easily understood in considering the colloidal adsorption properties of a soap solution.

In the process of adsorption, the soap particles, in a certain sense, leave the solution and attach themselves to the dirt. The soap thus adsorbed does not go back into the water but hangs onto the dirt tenaciously. This is equivalent to taking soap out of the water, or in other words, weakening (diluting) the soap solution. Each particle of soap has a certain adsorbing capacity and when it has picked up its limit of capacity weight of dirt it may be said to be saturated. Soap in such condition cannot promote a foam. The soap solution, therefore, weakens or becomes more dilute as the adsorption progresses, until all of the soap has been taken out of the water. The suds disappear and the cleansing value is nil. We see this in another way when soap is 'killed' or destroyed by hard water. An actively sudsing soap is thus changed to a very soluble, non-sudsing lime soap. When this occurs the emulsion or suspension is 'cracked,' permitting the dirt to drop free into the goods where it again becomes attached to the fiber. The lime soap itself is a sticky, vicious type of dirt so the formation of lime soap is a double source of trouble.

After soap is adsorbed it becomes inert and lifeless until restored by proper means. In the laundering process, complete exhaustion is prevented by the addition of a slight excess of soap to keep the soap-dirt combinations in suspension."

Various Soap Forms Recommended

RETURNING to the use of soap in the suds operation, we recall that there are two general methods of application in use, namely, "dry" and "in solution." The one to be selected is largely a matter of choice. In the use of a soap solution, continued boiling in the soap tank

causes some deterioration of the soap, although in practice the slight impairment is not noticeable. The dry method has been found a most convenient one and a labor saver, but the use of a quickly soluble soap is necessary to efficiency.

Powdered soap, by which is meant a pure soap (88% to 99% purity), is a desirable form in which to purchase one's soap, particularly if same is applied to the washer in dry form.

Soap powders on the other hand, call for some study. Those on the market vary but little in composition, the difference consisting chiefly of a change in the proportions of soda ash, and sometimes tri-sodium, bicarbonate and

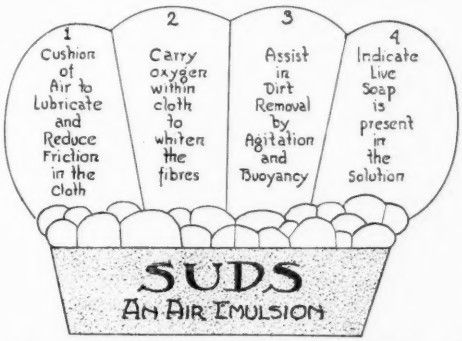

1
Cushion of Air to Lubricate and Reduce Friction in the Cloth
2
Carry oxygen within cloth to whiten the fibres
3
Assist in Dirt Removal by Agitation and Buoyancy
4
Indicate Live Soap is present in the Solution
SUDS
AN AIR EMULSION

Chart used to show the value and function of suds in the washing operation.—Cowles Detergent Co. booklet.

borax, with which the soap itself is adulterated. In fact, the presence of the alkali often conceals the fact of a low grade soap stock being used. Soap powder, in other words, is an undesirable form in which to buy soap and a distinction should always be drawn between powdered soap and soap powder.

Pure soap, being an article needed in every washroom, should be bought on a consideration of its pure soap properties—ability to form permanent lather, absence of free alkali, purity, titre, resistance to liberation of free fatty acid, efficiency at temperatures used in washing, etc. A "sharp" soap may clean a load of clothes more rapidly than a pure neutral soap used alone, but the "sharpness" is an alkaline property. Unless the exact ratio of alkali is known, considerable harm may be done to clothing and colors. Consider alkali separately, for true efficiency, and whenever alkalinity is desired purchase it in the most desirable form."

The Educational Work

THIS is the way in which one manufacturer has aimed at strictly educational work. The reaction in the consumer's mind cannot but be anything else but favorable, particularly in creating the impression that the products of the manufacturer are scientifically correct and made to do a scientific washing job, even though at no point in the body of the booklet are the products of the manufacturer mentioned. This should produce a favorable reaction, for too much "blowing of one's own horn" is obvious in its effect.

Educating consumers in correct usage of any class of products is an important adjunct of selling. Well planned advertising, booklets, news letters, demonstrating salesmen and special demonstrators, and other means are used. They cannot, however, merely tell how to do it. They must go further and tell some of the whys and wherefores behind the actual doing. The greater the degree of intelligence among consumers in the use of standard products, the fewer complaints, and less resistance will manufacturers meet in their selling. Intelligent use at all times is based upon correct scientific knowledge.

John H. Pace of the Baldwin-Lewis-Pace Co., Jacksonville, Fla., was unanimously elected president of the Pine Institute of America by the Board of Trustees on Mar. 7 at Mobile, Ala. O. H. L. Wernicke of Gull Point, Fla. was chosen vice-president, and chairman of the executive committee. He was president last year, but refused the leadership of the organization for 1927-28. Carl Speh of the Turpentine & Rosin Producers Association, New Orleans, was chosen secretary. Herbert L. Kayton of the Carson Naval Stores Co., Savannah, was elected treasurer.

Resale price-cutting, in the face of definite price agreements, will be thrashed out in English courts when the case of the Palmolive Co., Ltd., vs. Morris Freedman, trading as Economical Bazaars, London, goes to trial. A preliminary hearing, as reported in a recent issue of the *British Soap Manufacturer*, brought out the fact that the defendant was selling soap at lower prices than were provided in his contract with the Palmolive Co. He contended that he would be guilty of profiteering if he were to abide by the terms of the contract. A temporary injunction, restraining Freedman from violating the agreement, was granted.

Allied Drug Stores, recently organized, by a number of Chicago druggists to do co-operative purchasing and advertising, is running a series of advertisements in Chicago newspapers.

Antoine Chiris Company

147-153 Waverly Place, New York City

Telephones:
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Cable Address:
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Manufacturers of

Natural Floral Products
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Inquiries other than those of the United States and Canada should be sent direct to

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Established AC *in 1768*

CHICAGO OFFICE **510 North Dearborn Street**

Say you saw it in SOAP!

Characteristics of Spike Lavender Oil

Collection and Distillation in Spain With Properties, Analysis, and Uses, as Described

IN "LES PARFUMS DE FRANCE"

ASPIC, or spike lavender, from ancient times until quite recently, has been mistaken for true lavender. The two plants are generally found, and notably in France, growing in the same districts almost side by side, and it is only as a result of modern research on the chemical constituents of the oils that a very clear distinction has been established between lavender and spike oil. All the naturalists of antiquity knew and described aspic. But for Dioscorides or Pliny, who are specially interested in the therapeutics of the plant, as are the distillers of the 16th and 17th centuries, Valerien Cordus or J. B. de la Porte, only one Lavender exists, the spike, and only one oil, (spikenard) *Oleum de Spica ou Nardus.*

Thanks to the wonderful Mediterranean climate, the sunny mountains of the east coast of Spain are a chosen land for aromatic herbs. All the plants with a strong penetrating scent are found wild here; rosemary, thyme, sage, marjoram, and, above all, spike. Willkamm, in his botanical study on the distribution of plants in the Iberian Peninsular (Leipsig 1896) found spike in the most diverse parts of Spain, on the Mediterrean slopes from Barcelona to Alicante, in the basin of the Ebro, in the central mountainous part of the Cuenca region, on the high plateau of Old Castille (Alava, Salamanca) as well as in the warm valleys of Andalusia, between Seville and Granada. So Spain is at the head of the list of countries producing oil of spike. The normal yearly production may be estimated at 75 to 80,000 kgs. while France hardly produces more than 25 to 30,000 kgs.

In France, spike is found side by side with true lavender. However, spike is rarely found above a height of 800 to 1000 metres. Between this and 1000 metres a hybrid between spike and true lavender is generally found, the area of the latter being above 1200 metres. In Spain, true lavender is very rare, and the area of spike is much more wide-spread. Quantities of it have been found as high as 1800 metres, and it is this which gives the finest essence.

Spike has botanical characteristics quite distinct from those of true lavender. It is known in the south of France as male lavender, and generally grows higher than true lavender, reaching a height of 80 to 90 cm. According to Linnaeus, lavender and spike form two varieties, *a.* and *b.*, of one species; *Lavandula spica.* It was Chaix who first gave the name of *Lavandula officinalis* Chaix to true Lavender, and Villars that of *Lavandula latifolia* Vill to spike. These are the names which are actually the most commonly used to distinguish them. In spike, the lower leaves are oblong. The lower stalks are generally branched. The flowering is also about three weeks later, and rarely begins before the first week of August. It lasts until the end of September, varying according to height, exposition, etc.

Distillation

SPIKE is so plentiful in Spain that it has been cultivated nowhere at present. An alembic is set up in some place where a sufficient quantity of the plant grows, and the peasants cover a radius of 5 to 6 km. to pick the flowers. The necessity of having a sufficient quantity of cold water for the cooling coils makes the installation of alembics rather difficult. It is necessary o make use of a river or stream, and that is always low at the time of year when distilling takes place.

Distillation is done in sheet-iron alembics containing from 1,200 to 1,300 litres, heated by the open fire. The beak generally leads into a fifty-litre tank, which serves as a stopper where the mud and resin are retained and where a little water condenses. From there, the steam passes into a horizontal refrigerator from which the condensed liquid passes into a Florence flask.

There is no expense for fuel as the heating is done with the herb which has already been treated. When spent, it is taken out of the alembic and spread in the sun; after a short time it is dry enough to burn easily. The quantity treated is more than enough to keep the alembic working regularly. At the end of the season there is always a pile of dried herb

which serves to start the alembic the next year. Open fire distillation is almost exclusively employed at the present time in Spain, for obtaining the oils of spike, thyme and rosemary.

The installation of a boiler to heat an alembic battery is not easy. If the Spike which grows in a circumference of 99 kms is sufficient to heat one alembic, it is different and more difficult to feed even two alembics side by side. The herb must be carried from a greater distance, and so costs more. To feed a series of alembics, it is necessary to go great distances, and to carry the herb on mule back by difficult paths. It seems therefore as if the cost of picking and transport of raw material would be greater than the economy realized by steam distillation.

It must also be noted that oil distilled by the open fire is distinctly more soluble in alcohol at 60° than that distilled by steam, as is shown by the table published in "*Bericht von Schimmel and Co*, Oct. 1908, 120." Oil distilled by steam did not dissolve in 20 vol. of alcohol at 60°, whereas oil distilled by open fire dissolved in 6-8 vol. Certain members of the Commission on the study of lavender, which met on the 11th of May, 1921, in Paris, did not hesitate to formulate the opinion that "distillation by the open fire gives a purer oil than distillation by steam." It appears, therefore, that in spite of the inconveniences attending distillation by the open fire it is the only method possible at the present time in Spain.

An alembic contains from 32 to 35 arrobas of herb (400-425 kgs) sometimes, but rarely, 40. The distillation lasts 2 hours; 4, 4½ or 5 kgs of oil are obtained, which gives a yield of 1 to 1.2%. The water distilled may be estimated at from 50 to 60 litres per operation. This estimate is one which we have been able to verify this year in Spain. It is evidently very variable, for we have seen it reach 1.4% in an operation carried out under our eyes. It varies according to height, season, temperature and method of distillation. Nevertheless for a normal year one can always count on a yield of more than 1%.

Properties of the Oil

SPIKE oil is a liquid with a penetrating and more or less camphor-like odor reminding one of lavender. The density of crude Spanish oil varies from 0.904 to 0.922 at 15°. Spike oil is according to its origin sometimes dextro- and sometimes levorotatory. The fact of turning polarized light to the left does not therefore prove for spike oil, as has sometimes been maintained, that it has been adulterated with turpentine. This phenomenon has been shown in a very decisive way by the laboratories of Schimmel (*Ber. von Shimmel and Co.*, Oct. 1911, 15) who found a deviation of 2 deg. 20 minutes for a guaranteed pure oil.

It is always interesting, in order to discover the possible presence of turpentine, to determine the rotatory power of the first 10% of the distillation. This should always be positive in the case of a pure oil. The samples which we have had occasion to study this year in Spain gave for this first portion figures varying from plus 1 deg. 68 min. to plus 4 deg. 9 min. Besides, the presence of turpentine lowers the first point of ebullition. Pure samples which we have observed only begin to distil at 175° under ordinary pressure. The index of refraction varied from 1.4641 to 1.4662.

The solubility of spike oil in alcohol is also a valuable indication of its purity. A good oil should dissolve in the proportion of 1 to 3 or 4 of alcohol at 65°. Generally a more or less strong opalescence is produced by the addition of an excess of alcohol.

Spike oil also contains, besides terpenes which are more or less imperfectly known but seem to contain camphene and pinene, an important proportion of linalol, of dextro borneol, of camphor and of cineol, as well as some sesquiterpenes.

Beside the linalol, the oil appears to contain terpineol and geraniol but their presence has not yet been certainly proved. A good oil titrates about 30% of alcohols, calculated in linalol, if it is dosed in the usual way (acetylation by heat). The true content in alcohols is, however, from 42% to 59%, as has been shown by multiple dosages effected by the cold acetoformic method the boiling acetic anhydrid destroying, as is known, a large part of the linalol. A part of the alcohol is etherified by acetic acid. About 3% to 5% of ether is found, calculated as linalyl acetate.

We see then that the content in ether constitutes an important difference between spike and lavender. Another difference arises from the presence in spike of more or less important quantities of camphor, and the value of an spike oil varies according to the more or less camphor-like odor.

We give below the constants which we have found in analyzing a typical sample of oil from the province of Cuenca.

Uses and Prices

SPIKE oil is used in soap boiling to replace lavender oil. The making of varnish also consumes important quantities. Spike has at all times been employed in therapeutics. The

Spanish peasants macerate the herb in brandy, and use this alcoholic solution for rubbing, as a treatment for rheumatism, blows, etc. Spike is also frequently used as an insecticide.

This year the harvest of spike has been bad on the whole in Spain. The herb is scarce, short and yields little. The peasants sold it at high prices in the neighborhood of Ptas: 0.80 to 0.90 the arroba (12 kgs). The stocks of the 1925 distillation being almost everywhere exhausted, a fall in the price of this article is not likely.

The relatively high price of the oil following on the failure of the herb does not arise solely from the shortage of spike and the difficulty of transport. The distillers very often enter into a ridiculous competition in buying the herb of which the peasant alone gets the profit. We have had under our eyes very regretable examples of overbidding. As soon as a distiller sets up an alembic in a place, it is rare that a rival does not set up another beside it, to the great joy of the gatherers. It is to be hoped that the distillers may come to an agreement to divide up the centers of production between them, and to work at a low cost. Spike oil is an article which has a great consumption, its cost price ought to be as low as possible so that it may be sold cheaply, and still leave a fair profit to the producer.

Laundries Do 50% More Business

Commercial power laundries did 54.9 per cent more business in 1925 than in 1919, the previous census year, according to the final census report, recently made public by the Department of Commerce. Altogether they received $362,295,000, in 1925, as compared with $233,816,000, in 1919. Their raw material costs did not increase in anything like this proportion, however, showing a gain of only 4.9 per cent, from $52,842,000 to $55,407,000. More establishments reported from New York than from any other State, 513 in all. Illinois was second, with 389, and Massachusetts, California, Pennsylvania, Ohio and New Jersey followed with 385, 355, 273, 239 and 214 respectively.

"Sales Territories in Japan" is the title of a pamphlet recently issued by the Bureau of Foreign and Domestic Commerce, describing advantages to be secured in dividing that country into two or more sales units instead of considering it as a whole, the latter being the general practice of most American manufacturers.

Britain's January Soap Trade

British soap manufacturers exported 123,610 hundredweights of soap, in January, the goods having been valued at £289,043. Of this amount toilet soap accounted for 5,645 cwts., valued at £54,181, abrasive soap amounted to 2,160 cwts., valued at £6,342, and other hard soaps totaled 109,806 cwts., sold for £211,634. Other unenumerated soaps totaled 3,176 cwts. and were valued at £11,822. Imports reached 21,176 cwts., in the same month, the soap being valued at £53,768. Hard soap, in bars, excluding toilet, abrasive and shaving soap, was imported the largest quantity, 8,737 cwts., valued at £18,837, having been brought in. Toilet and shaving soaps ranked first from the standpoint of value, however, 6,294 cwts., imported having been valued at £25,919. Of this imported 1,004 cwts., valued at £3,753 were exported.

Cellophane is being advertised regularly in the *Saturday Evening Post*, by the Du Pont Cellophane Co., to acquaint consumers with the various characteristics of this wrapping material.

New Type Washerwoman developed by the new chip soap advertising, as seen by Hanlon in the *Brooklyn Daily Eagle*.

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Day after day a continuous stream of demand enters by way of the Sales Department and leaves by the efficient route of the highly organized Traffic Department—with no loss of time—with all the satisfying, money-conserving, nerve-saving regularity of a giant, well-oiled machine.

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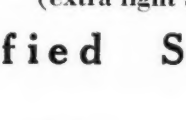

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Expect Reduced Geranium Output

THE following report on the lavender and geranium market situations were received from Paris early this month: Generally speaking, the demand is very limited (usually 500 kilo lots) and scarcely affects the total remaining stocks. However, activity in purchases is made manifest by three of the largest dealers who negotiate for medium sized quantities regularly. Their object seems to be to profit as much as possible by the present prices. It is necessary for them to exercise great tact so as not to arouse a market which seems to be extremely sensitive. It is to be feared that when they have purchased a sufficient quantity they will attempt to launch a great demand in the market, with the object of forcing a rise.

It is estimated that the available stock in the centers of production amounts to hardly 35,000 kilos. The major portion of this oil is held by distillers in good circumstances who, rather than sell at a loss (as they would be doing at the prices which are actually in effect) prefer to wait for the 1927 crop before making a decision. However, several distillers who are in need of funds will undoubtedly accept from Frs. 210 to Frs. 225.- per kilo, the prices which are actually paid by large Grasse firms.

If it is taken into account that it is practically impossible to produce Oil Lavender at a net cost lower than Frs. 180.- to Frs. 190.- per kilo in the propitious years, purchases made at today's prices are extremely favorable.

The situation of the market calls for close scrutiny and judgment. There is no doubt that in the present state of affairs the slighest demand or movement in transactions would bring about a revival in market prices, causing a rise of from Frs. 40.- to Frs. 50.- per kilo. At Frs. 250.- to Frs. 260.- per kilo the lavender distillers could dispose of the 1926 crop of oil lavender without loss. The resistance of holders to sell at the present market prices is caused by their endeavor to obtain the price of Frs. 260.- per kilo which would enable them to break even.

Contrary to the various offers that circulate in the different markets, the actual price of African geranium oil remains firm around Frs. 150.- per kilo, merchandise taken in the country of origin. In spite of the scarcity of demand, the holders are resisting the attempts to force a decline which is being provoked chiefly by speculators. The holders' position is strengthened by the scarcity of oil in production centers. According to the latest statistics, there are hardly 18,000 to 20,000 kilos of oil available in the country of origin until the June crop. Last year at this period, the stocks amounted to 25,000 kilos, all of which was rapidly absorbed.

In 1927, and especially in 1928, we can expect to see a noticeable decrease in the production of oil geranium due to the fact that the culture of grape vines has proven very profitable on account of exceptional yields and it is expected that many producers will tear up their geranium plantations and replace same with vineyards or grain. Add to this the fact that the distillers are almost all grouped in cooperative companies which protect them from speculative manoeuvers and permit them to maintain their prices and it will be seen that the present price of Frs. 150.- per kilo should begin to attract the attention of buyers."

Proposed cancellation of commodity rates on soap and related articles, in carloads and less-than-carloads, between points in western trunk line territory and between points in Illinois classification territory were not justified by Paul O. Carter, an Examiner of the Interstate Commerce Commission, in a proposed report prepared for the Commission. He recommends that the suspended schedules be ordered canceled and the proceeding discontinued. This decision was rendered in connection with Investigation & Suspension docket No. 2748.

Over two and a half times as much glycerin was shipped from Rotterdam to the United States last year as in 1925. Shipments totaled 2,606,592 pounds, valued at $556,515, as compared with 1,101,468 pounds, valued at $168,140, sent here in 1925. The bulk of this material was refined. Argentina was a mort important supplier of crude glycerin, in 1926, with shipments to the United States reaching 694,497 pounds, valued at $103,390, almost twice the quantity sent here in the previous year.

Toilet soaps, for sale in the Belgian Congo, are usually packed in zinc-lined cases, with three or six cakes in each box and from 50 to 100 boxes to the case. Highly scented and brightly colored cakes are the best sellers. Most of the cheaper grades emanate from Germany, with England and France suppliers of the better qualities.

A.M.T.A. Convention Program

The general program for the American Manufacturers of Toilet Articles' annual convention, to be held at Atlantic City May 9, 10 and 11 has been completed, only the details governing the business sessions remaining to be worked out. All business meetings will take place at the Ambassador Hotel.

Monday morning—Registration and first business session.

Monday afternoon—Ladies' Golf Tournament at Northfield Country Club. Fishing and sailing party.

Monday evening—Annual Theatre Party.

Tuesday morning—Second business session.

Tuesday afternoon—Men's Golf Tournament.

Tuesday evening—Swimming meet at Ambassador Hotel.

Wednesday morning—Third business session.

Wednesday afternoon—Men's Golf Tournament.

Wednesday evening—Annual Banquet.

Less Soap Exported in January

January was a slower month in the soap export trade than the monthly average for 1926. Although toilet soaps held about even with last year's average, 746,317 pounds, valued at $256,402, having been exported, both laundry soaps and miscellaneous soaps fell off materially. Exports of laundry soaps totaled 4,003,830 pounds, valued at $277,102, in January, as against a monthly average of about five million pounds in 1926. Exports of all other soaps dropped close to twenty-five per cent, reaching 780,037 pounds, sold for $79,881.

The United Kingdom spent the most money for American made toilet soaps, $56,465 for 105,744 pounds, but China took the most soap, 130,335 pounds, valued at $18,239. Cuba and Canada each bought 58 thousand pounds and the Philippines 57 thousand pounds, with Panama, Denmark and British India other large buyers. In laundry soap, Haiti furnished the largest market, 814,011 pounds, valued at $53,925 having been shipped to that country. Mexico, Cuba, Canada and the Philippines followed with 641,394; 445,338; 417,377, and 404,880 pounds respectively. Cuba bought most of the miscellaneous soap, taking 138,749 pounds, valued at $13,043. United Kingdom shipments aggregated 135,106 pounds, valued at $8,837 and Canadian shipments, totaling 120,284 pounds, were valued at $11,763.

Hawaii and Porto Rico were also large buyers of American soaps, in January, toilet soap totaling 51,520 pounds, valued at $16,904, and 49,897 pounds valued at $16,893, respectively, having been exported to those territories. Other soap exports to Porto Rico reached 1,900,699 pounds, valued at $111,735. Hawaii took 907,207 pounds of other soaps, the material having been sold for $72,459. Figures for Hawaii and Porto Rico were not included in the above month totals.

Soap Imports Up in 1926

Close to twenty-five per cent more soap was imported into the United States in 1926 than in the previous year, according to *Commerce Reports*. In all, 6,331,200 pounds, valued at $733,400, were brought into this country. Imports thus remain of small consequence, as compared with total consumption, but these figures do show that foreign manufacturers are becoming increasingly interested in securing part of the United States' soap business. The value of soap imported in January, 1927, was $558,000, fourteen per cent ahead of the value of imports in the same month a year ago.

Stocks of refined cottonseed oil increased sixty-three million pounds from Jan. 31, 1927, to Feb. 28, 1927, thus equaling the gain shown in the previous month. Crude oil stocks dropped seventeen million pounds, in the same period, this being to the January increase.

Item	Season	On hand Aug. 1	Produced Aug. 1 to Feb. 28	On hand Feb. 28
Crude oil				
pounds	1926-7	[3]8,280,561	1,471,752,045	[1]155,080,433
pounds	1925-6	4,847,333	1,288,592,633	121,579,275
Refined oil				
pounds	1926-7	[2]145,670,884	[3]1,180,701,015	[2]460,721,631
pounds	1925-6	173,549,345	1,000,507,205	260,451,744

[1]Includes 3,532,157 and 17,945,092 pounds held by refining and manufacturing establishments and 2,972,220, and 42,341,820 pounds in transit to refiners and consumers August 1, 1926, and February 28, 1927, respectively.

[2]Includes 2,376,183, and 7,280,845 pounds held by refiners, brokers, agents and warehousemen at places other than refineries and manufacturing establishments and 2,702,414 and 8,501,834 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1926, and February 28, 1927, respectively.

[3]Produced from 1,293,672,869 pounds of crude oil.

Stokes & Smith Co., Philadelphia, manufacturers of tight-sealing equipment, are now building a carton filling and sealing machine. A booklet, giving a complete description of the new equipment, has been issued and interested parties may have copies on request.

A firm in San Juan, Porto Rico, wants to act as a broker in the sale of American made laundry soaps. Interested parties should address Sobrinos de Izquierdo, P. O. Box 243, San Juan.

Soap and Machine Patents Issued in 1926

The following is a summary of patents on soaps, soap products, and soap machines issued in the United States during 1926:

Soap dispenser—Patent No. 1,581,836, issued Apr. 20 to Ferd Brown, Sturgis, S. D.

Soap dispensing apparatus—Patent No. 1,607,777, issued Nov. 23 to T. J. Newbold and assigned to the U. S. Specialty Co., Boston, Mass.

Flaked Soap—Patent No. 1,571,625, covering a process for making flaked soap, issued Feb. 2 to George F. Dawes, La Crosse, Wis.

Shredding and drying soap—Patent No. 1,581,664, covering apparatus for shredding and drying soap, issued Apr. 20 to Julius A. Schwantes, Milwaukee, and assigned to Palmolive Co.

Soap cake—Patent No. 1,587,279, issued June 1 to Clarence L. Burgher, New York.

Soap cake—Patent No. Des. 70,631, issued July 20 to Leo E. Schoenfeld, Tampa, Fla., and assigned to James S. Kirk & Co., Chicago.

Toilet soap—Patent No. 1,580,576, issued Apr. 13 to Edmund Weidner, Berlin.

Soap chip drying machinery—Patent No. 1,595,878, issued Aug. 10 to C. G. and F. Sargent and assigned to C. G. Sargent's Sons Corp.

Soap cutting machine—Patent No. 1,591,556, issued July 6 to Walter L. Jones, West Somerville, Mass., and assigned to Lever Bros. Co., Cambridge.

Soap dispenser—Patent No. 1,598,970, issued Sept. 7 to Anton Kasper, Los Angeles.

Soap dispenser—Patent No. 1,599,660, issued Sept. 14 to Robert H. Little and E. L. Morris, and assigned to U. S. Sanitary Specialties Corp., Chicago.

Soap dispenser—Patent No. 1,609,479, issued Dec. 7 to Gustave A. Loeben, and assigned to Premier Appliance Co., Philadelphia.

Soap dispenser—Patent No. 1,608,818, issued Nov. 30 to Charles Scanlon, Los Angeles.

Soap dispenser—Patent No. 1,582,645, covering a combination liquid soap dispenser and towel rack, issued Apr. 27 to William F. Findley, Los Angeles, Cal.

Soap dispenser, liquid—Patent No. 1, 587,397, issued May 25 to M. E. Bobrick, Los Angeles, Cal.

Soap dispenser, liquid—Patent No. 1,587,830, issued June 8 to Herman E. Heine, and assigned to Bradley Washfountain Co., Milwaukee, Wis.

Soap dispensing apparatus—Patent Nos. 1,573,970-1 and 1,599,240, issued Feb. 23 and Sept. 7 to Louis Kooperstein and assigned to West Disinfecting Co., New York.

Soap drier—Patent No. 1,568,791, issued Jan. 5 to Charles W. Aiken, Brooklyn, N. Y. Covering process for making soap from mineral oils.

Mineral oil soap—Patent No. 1,577,723, issued Mar. 23 to Edward M. Hughes, Chester, Pa., and assigned to Sun Oil Co., Philadelphia.

Soap cake—Patent No. 1,601,775 covering process for making cake soap, issued Oct. 5 to Otto Scherieble, Esslingen-on-the-Neckar, Germany.

Soap in strings or pieces—Patent No. 1,577,239, covering apparatus for the continuous production of hard soap in strings or pieces, issued Mar. 16 to Herman Landgraf, Wasungen, Germany.

Soap, nonodorous, phenolated—Patent No. 1,585,434, issued May 18 to Nathan Sulzberger, New York.

New Hollingshead Plant in Canada

The R. M. Hollingshead Co., Camden, N. J., manufacturers of "Whiz" soap products, have opened a thoroughly modern soap factory at Bowmanville, Ont., through their associated Canadian company. The R. M. Hollingshead

Co. of Canada, Ltd. All of the "Whiz" products will be manufactured at the new plant. The firm's general offices, located in the Metropolitan building, Toronto, are in charge of R. M. Hollingshead, Jr., and George F. Smith, respectively president and vice-president of the Canadian company. C. A. Smith is superintendent of the factory and Raymond J. Kembring is chief chemist.

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Carbon Tetrachloride
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Say you saw it in SOAP!

Beaver-Remmers-Graham Officers

Beaver-Remmers-Graham Co., Dayton, O., formed early in March through a merger of the Beaver Soap Co. and the Remmers-Graham Co., has elected the following officers: R. E. Mullane, chairman of the board of directors, R. G. Corwin, president, R. P. Spencer, vice-president and general manager, A. F. Burrows, first vice-president, L. C. Snyder, treasurer, W. C. Crebs, secretary, W. F. Muhlbach, assistant treasurer, and R. T. Kline, assistant secretary.

Both the Cincinnati and Dayton factories are being operated at this time, but all manufacturing will be done at Dayton as soon as sufficient new equipment has been installed. Offices are already located at Dayton. The Remmers-Graham Co. was a combination of Graham Bros. Soap Co., established in 1865, and Remmers Soap Co., founded in 1894. The Beaver Soap Co. started in business in 1878.

Glycerin Position Stronger

The position of glycerin was firmer early this month. In their market report of April 1, Parsons & Petit, New York, stated: "There has been some inquiry around for dynamite and further sales are reported at 24c. One of the Powder companies claims to have shaded that figure, for a few cars. Another Powder maker is said to have made an offer at something under 24c for a round lot, but the bid was turned down. It was possible to have bought in Europe, at a price equivalent to about 23¾c, laid down here, duty paid. American terms, early in the week, but since that time, the foreign markets for all grades, have advanced, due it is said, to buying on the part of large Explosives manufacturers, over there, and to better inquiry from this country for Crude. Opinion varies, as to the course of the article for the balance of the year; several of the makers express the belief that 25c will be the average price, while prominent buyers look for a much lower level, due to decreased consumption. Crude—Available supplies in this country are small but the demand is also restricted, although if sellers would meet refiners' views, considerable business might be done. Bids of 16c, basis of 80% loose, delivered, for Lye have awakened no interest. Sellers have been holding at 16½c to 17c f.o.b. shipping point, but there is little chance of obtaining even the minimum figure, today. Saponification is nominally 18¼c basis of 88% loose. Chemically Pure—The "official" quotation remains at 26c in bulk. Good business is reported."

Yardley Not Building in Jersey

Reports have been circulated in the trade and have been published in two or three trade journals to the effect that Yardley & Co., British soap manufacturers are building a warehouse, factory and whatnot on ground in Union City, N. J., purchased by them some time ago. Direct information from the firm's New York headquarters, secured by SOAP, denies these reports and states that a building permit has not been secured. The company does intend erecting a distributing center and warehouse on the site but, until a few things have been ironed out with the Union City authorities, will not be able to get the permit. At one time the Yardley company had been authorized to go ahead but, following interference of a political nature, which assumed that a soap factory was to be built, the permit was revoked.

A supplement to "Trade-Marks for Perfumes, Toilet Articles and Soaps" has been issued by the American Manufacturers of Toilet Articles, 305 Broadway, New York. The supplement, the second issued since the original trade-mark reference was published, contains trade-marks and trade-names of soaps, perfumes and toilet articles registered between July 6, 1926, and December 28, 1926. A number of unregistered trade-names, not included in either the original book or the first supplement, are also listed. Copies may be secured from the association at a cost of one dollar each.

The Chicago Drug & Chemical Association held its annual Spring Frolic at the Furniture Mart on March 31. After partaking of a very fine chicken dinner, the Entertainment Committee furnished novel entertainment inasmuch as in the room adjoining the dining room they had reproduced Monte Carlo. As each member entered Monte Carlo, he was presented with $10,000.00 with which to gamble as his fancy might dictate. At the end of about an hour prizes were distributed to those with the most "money" in their possession.

Holland imported 762 tons of toilet soap during the first nine months of 1926, other hard soap imports reached 679 tons and soft soaps, to the amount of 143 tons, were brought in. Germany and France furnished most of the perfumed soaps, with England, France and Belgium the largest suppliers of other hard soaps. Some soaps were exported from Holland, in the same period, the most important market being Spain.

"Distinguished for its High Test and Uniform Quality"

Soda Ash
Caustic Soda
Bicarbonate of Soda

Michigan Alkali Company

General Sales Department

21 East 40th St. - - New York City

Chicago Office: 332 South Michigan Ave.

Works: Wyandotte, Mich.

To Conduct Cleanliness Program

Cleanliness Institute, according to announcement by the *Association of American Soap and Glycerine Producers, Inc.*, is the name under which the educational work of the Association will be carried on. For the School Department of the Institute, Miss Sally Lucas Jean of New York has been selected as consultant and Miss Julia B. Tappan of Baltimore as director.

Julia B. Tappan

Sally Lucas Jean

Miss Jean, who combines a wide experience in the health and educational field with a knowledge of the needs of children and teachers, stands out as the individual essentially responsible for the popularization of the modern health education program in the schools. As director of the Child Health Organization of America, she made practicable a popular health program which has lefts its mark in schools all over the world. Essential health practices, as formulated by leading scientists and educators, were presented to children as attractive, pleasant and highly desirable activities. Teachers were helped to sell "health" to children by appealing to their imagination; to their love of play and games. Miss Jean is also consultant for the Metropolitan Life Insurance Company, the National Dairy Council, the Quaker Oats Company, the Girl Scouts of America, and other organizations.

Miss Tappan, who has been closely associated with Miss Jean, is a graduate of Bryn Mawr College and has had wide experience as a teacher and as director of several health education programs. While in the U. S. Bureau of Education, she metamorphosed the typical drab government bulletins into the colorful, salable pamphlets of the Health Education Series of the U. S. Bureau of Education. As supervisor of the Belgian students sent to America by the Commission for the Relief of Belgium Educational Foundation, she supervised some of the first university practice field work for teachers in health education and was in close touch with the outstanding health education programs of national and local school departments, colleges, normal schools and organizations. These two women, with their knowledge of the problems of schools and educators, assure an educational program in cleanliness which will meet the needs of classroom teachers who are daily coming in contact with the thousands of school children all over the country.

The Harriet Hubbard Ayer price maintenance case is now a closed book, as the Supreme Court has refused the Federal Trade Commission's application for a review of the decision of the Circuit Court, which held that the Commission had no support in evidence and warrant in law in ordering the Ayer company to stop efforts to maintain resale prices of its goods through refusing to sell firms who would not maintain established resale prices.

C. A. Swan, of Antoine Chiris Co., New York, sailed for France on the De Grasse, April 13. He will make his headquarters with Etablissements Antoine Chiris while abroad, having planned to remain away for from six to eight weeks. Shortly after Mr. Swan returns Louis Rapin, who has been in this country for several months, will return to the company's headquarters in France.

William S. Drake, Jr., sales manager of the M. Werk Co., St. Bernard, Cincinnati, is arranging for the opening of New York and Boston offices for the soap department of the company. These offices are expected to be functioning by June 1.

E. M. Laning Co., New York perfuming materials house, has appointed J. G. Zarwick representative for Cincinnati and surrounding territory. Mr. Zarwick will make his headquarters at Cincinnati.

Colgate & Co. has asked the Interstate Commerce Commission to prescribe reasonable rates on soaps from Jersey City to various points in Florida. Reparation is claimed.

Solvay Process Co. has appointed K. M. Vaughn, Laclede Gas Bldg., St. Louis, agent for Oklahoma, Southern Kansas and Southwestern Missouri.

HEIKO

SAPOFIXIN

We invite you to try our Sapofixins
in your Soaps as reinforcers.

Sapofixin Eau de Cologne
Sapofixin Hyacinth
Sapofixin Lavender
Sapofixin Lilac
Sapofixin Lily of the Valley
Sapofixin Orange
Sapofixin Pine
Sapofixin Rose
Sapofixin Violet

HEINE & CO
NEW YORK
TELEPHONE BEEKMAN 1535
52-54 CLIFF STREET

Sole Distributors for HEINE & Co., A. G., Leipzig
in the United States and Canada

PERSONAL and IMPERSONAL

Alden Speare's Sons Co., New York, is now handling the metropolitan distribution of the Wm. Waltke Co.'s soap products for steam laundries. Four salesmen are covering the territory for the Speare company.

A record soap contract, calling for twenty-five carloads of Ivory soap, was recently placed with the Procter & Gamble Co., by the owner of the United States Laundry, San Francisco, and the Contra Costa Laundry, Oakland Cal. These two laundries are now using Ivory soap exclusively and their owner is giving wide publicity to this fact through newspapers, billboards, electric signs, etc.

A moving picture film, "From Sand to Suds," 4,000 feet long, featuring Mary Philbin and Mission Bell Soap of the Los Angeles Soap Co., has been completed and will shortly be shown to the public.

Roure Bertrand Fils, Grasse, France, and Justin Du Pont, Argenteuil, France, have been merged under the name of Societe Anonyme des Establissments Roure-Bertrand Fils & Justin Du Pont. The combination will only affect the business branches of both houses, separate factories and plant personnel having been retained. Both companies have been represented in this country by the George Silver Import Co., in the past, and the latter firm will continue as American representative of the new company. Roure Bertrade Fils manufacture natural flower products and Justin Du Pont make synthetic aromatic chemicals.

B. W. Grondal, superintendent of the Gold Dust Corp.'s factory at Baltimore, resigned his position early last month. He is located at 2902 Louden Ave., Windsor Hills, Baltimore, Md.

Ernest L. King, of the J. R. Watkins Co., Winona, Minn., who is hunting big game in Africa and Asia accompanied by Mrs. King, recently advised his firm that their first trip into the jungle was entirely satisfactory, 18 lions having been bagged. The Kings are now on their way to French Indo-China, their principal objective being tiger country.

Charles W. Armour, vice-president of Armour & Co., died March 22 at his Kansas City home. He was injured in a fall late in February. Mr. Armour was one of the original organizers of the Armour & Co. business and had been head of the Kansas City branch for over twenty-five years. He was sixty-six years old at the time of his death.

Robert F. Lovett, head of Procter & Gamble's personnel division, is now on a honeymoon trip to Italy. He was married early last month.

Lord Leverhulme has written a biography of his father, the late Lord Leverhulme, and it is expected that it will be published within the next few months by Allen & Unwin, London.

Iowa Soap Co., Burlington, Iowa, have bought the factory formerly operated by the Field Soap Co., Edina, Mo. It will be operated as a branch, with John A. Black as superintendent and will turn out bar laundry soap exclusively. The factory has a capacity of two carloads of soap a day, at the present time.

Palmolive-Peet Co. has taken steps to insure all of the former Peet Bros. Soap Co.'s employees on the same group insurance basis as employees of the Palmolive Co. have been provided for in the past. It is expected that an additional $750,000 worth of insurance will be needed for this purpose.

G. & B. Koehler, 864 - 25th St., Milwaukee, Wis., are now operating as the Eveready Products Co., manufacturing mechanics' and other soaps.

H. G. Buckley, formerly with the Wm. Waltke Co., St. Louis, is now in charge of

Paradichlorbenzene Perfumes!

Blend perfectly with the harsh odor of the basic product and are *guaranteed not to decompose.*

Carnation No. 50 - -	$5.00 lb.	Rose (Heavy) No. 99 -	$5.00 lb.
Heliotrope No. 150 - -	5.00 lb.	Rose (Sweet) No. 158	5.00 lb.
Lilac No. 777 - - -	3.50 lb.	Trefle No. 157 - - -	5.00 lb.
New Mown Hay No. 75	5.00 lb.	Violet No. 155 - - -	5.00 lb.
Oriental No. 88 - - -	5.00 lb.	Wisteria No. 156 - -	5.00 lb.

Prices are for one to fifty pound lots

In addition to the above we make other odors, particularly adapted for use in sprays, disinfectants, liquid soaps and similar products. A complete list of these products, with prices, is yours for the asking.

Soap perfuming Oils

LAVENDER - THYME - ROSEMARY
of Bertrand Freres Manufacture

In these important soap perfuming oils it is particularly profitable to be certain of the reliability of their suppliers. Bertrand Freres, one of the largest producers of these oils, supply only the purest oils, which we offer in their original quality. As representatives of producers we are in position to quote advantageous prices on these, as well as other flower oils.

P. R. DREYER

Importer and Specialist in
Essential Oils and Aromatics

26 CLIFF STREET - - NEW YORK

Sole Agent

BERTRAND FRERES, Grasse, France

Say you saw it in SOAP!

manufacturing operations at the plant of the American Soap Powder Works, Brooklyn. Mr. Buckley has been with the Brooklyn soap company for about two months.

Cleaning solvents are now being made at Springfield, Mo., by the Century Chemical Co. A factory building, formerly occupied by the Kreamolive Soap Co., at 1110 E. Mill St., was leased by the new company.

Soap Distributors, Inc., Brooklyn, American distributors of Conti's Castile Soap, have appointed Edwards, Ewing & Jones, New York, to direct their advertising campaigns.

Colgate & Co. recently negotiated a long term lease for the entire second floor of the Great Northern Railway Bldg., Fifth avenue and 48th street, New York, to be used as their New York offices and salesrooms.

B. N. Glick, technical representative of the Industrial Chemical Co., New York, was married last month to Miss Alice Holmes. A silver service set was presented to Mr. Glick for the company staff by J. Wrench, general sales manager.

Procter & Gamble Co. hold the distinction of having advertised continuously in the *Ladies' Home Journal* for a longer period than any other firm, having been represented in the magazine every year for 43 years, according to an advertisement recently used by the *Journal* in several leading daily papers. Other soapmakers on the list, together with the length of time they have advertised, were Colgate & Co., 33 years, the Mennen Co., 32 years, Bon Ami Co., 25 years, Andrew Jergens Co., 21 years, and the Palmolive-Peet Co., 21 years.

O. J. Lautz has been appointed receiver for the Pennsylvania Soap Co., Lancaster, Pa. and will operate the factory temporarily. The business and plant is being offered for sale.

Early in March, the Los Angeles Soap Co., Los Angeles, Calif., conducted an intensive campaign to introduce the sale of White King Soap in the Nebraska market, working out of Omaha. In three weeks, ten jobbing centers were established. Six Los Angeles salesmen and an advertising crew of 35 people conducted the campaign.

The annual spring dinner party of the Chicago Perfumery, Soap and Extract Association will be held at Chez Pierre, Fairbanks Court and East Ontario St., Chicago, on Thursday evening, April 21. The entertainment committee consists of C. A. Seguin, D. Lum, Clarence Morgan, A. G. Schneider, A. J. Dedrick. Checks at $3.50 per person should be mailed to the last named at 500 N. Dearborn St.

Lever Brothers, Port Sunlight, England, recently had an installation of automatic packaging machinery made at Lille, France, by the Pneumatic Scale Corp., Norfolk Downs, Mass. Through the London office of the latter firm, installations at Danish and Belgium plants are also being made for the English house.

Colgate & Co. lost the lead in the Wholesale Drug Trade Bowling Association Tournament at New York during March. On April 1, the team of Lanman & Kemp stood at the head of the League with 27 games won and 12 lost. Colgate's team was second with 25 won and 14 lost and the Roessler & Hasslacher Chemical Co. third with 20 won and 16 lost. This is the first time that the Colgate team has been displaced for the lead in several seasons.

Isaac Winkler & Bro. Co., Cincinnati, sales agents for caustic soda and soda ash produced by the Pittsburgh Plate Glass Co., has discontinued the naval stores branch of its business. Wilmer H. Crawford, vice-president of the firm and in charge of the naval stores business, decided to withdraw from the company and it was for this reason that activity in rosin was stopped.

Dr. P. B. Dunbar, assistant Chief of the Bureau of Chemistry, is reported slated for the head of the new Food, Drug and Insecticide Administration, formed to have charge of the enforcement of the insecticide and fungicide act, the food and drugs act the caustic act and the naval stores act.

Colgate & Co. has purchased the stock of the Pompeian Co., toilet goods manufacturers, and expects, for the present at least, to operate the firm as an independent company. The concern is capitalized at $2,000,000.

National Association of Stearic Acid Manufacturers held a meeting April 8 at the William Penn Hotel, Pittsburgh.

Société Anonyme des Etablissements

ROURE-BERTRAND FILS

LARAGNE (France) GRASSE BOUFARIK (Algeria)

GERANIUM AFRICAN

GERANIUM BOURBON

LAVENDER FLEURS

VETIVERT BOURBON

YLANG YLANG BOURBON

YLANG YLANG NOSSI BE

PETIT GRAIN South American

Will be pleased to submit samples with prices on request

Sole Agents for U. S. and Canada

GEORGE SILVER IMPORT CO.

461-463 Fourth Avenue New York

Say you saw it in SOAP!

ON PRODUCTS AND PROCESSES

The odor of corylopsis flowers may be incorporated in soap through the use of this formula, recently published in *Les Parfums de France*: 100 parts peru balsam, 50 parts each of opoponax, orris resin, oil neroli, oil cananga, coumarin and vanillin, 30 parts each of oil patchouli and oil geranium, Bourbon, 20 parts each of oil sandalwood and oil cloves and 500 parts of infusion of musk. The odor resembles that of certain varieties of primroses.

Different methods of softening water cause unjustified comp'aints about toilet soaps, according to Stiepel and Dittmer in *Zeit. Deut. Oel & Fett Industrie*, 46, 738, (1926). By adding a 10% soap solution to a large amount of tap water, a finely divided precipitate of calcium soap results which remains suspended on still further dilution. When tap water is slowly added to a cooling 10% soap solution, a slimy solution results which on further dilution brings separation of a bulky, muddy scum which floats on the surface. The latter phenomenon is responsible for many groundless complaints regarding toilet soaps.

Crude palm oil, during manufacture and storage, undergoes enzymic hydrolysis, the more unsaturated glycerides being attacked first, according to the *Jour. Society of Chemical Industry*, 45, 438 (1926), which discoursed recently on various phases of research work of William Brash in the chemistry of palm oil.

A detergent compound composed of tallow 96 parts, soda lye 8 parts, pumice (freed from sharp and gritty points by boiling with alkaline solution) 80 parts, aqueous extract of arnica leaves 8 parts, prickly ash bark 8 parts, and beef gall 1 part, has been patented as No. 1,612,525.

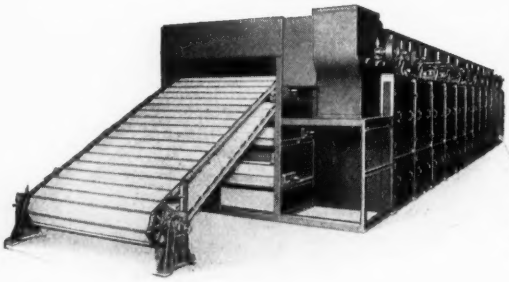
Various phenomena in soap boiling, such as sudden change in viscosity, sudden graining, drawing together or boiling over, as well as various characteristics of the products as marbling, silver-flow, granulation in soft soaps, etc., are all traceable to the co-existence of reversible systems of solutions, namely, liquid in solid and solid in liquid, the components being interchangeable, by Leimdorfer, *Seifensieder Zeitung*, 53,795, (1926), as the result of 25 years research work. Claims substantiation by Fisher in explaining behavior of proteins and living cells.

A cleaning powder for domestic use has been patented in England, composed of silica (weathered material from China clay) 50 to 75 parts, alumina 5 to 15 parts, soda ash 5 to 20 parts, and powdered soap 10 to 20 parts.

The addition of colloidal earth promotes emulsification of oils and fats and aids in saponification, according to R. Tefs in the *Deut. Oel-Fett Industrie*, 46, 801, 1926. In saponifying with two normal caustic soda without and with the addition of 1 gr. of earth per 10 gr. of fat, the following percentages were reported: cottonseed oil, 59% without, 100% with; linseed oil, 60.2% without, 100% with; soya bean oil, 91% without, 100% with; palm oil, 85.4% without, 93.9% with. For whale oil with normal caustic, they were 68.3% without, 75% with; Japanese fish oil, 59.2 without, 82.8% with.

Peculiarities of the saponification of olive oil were discussed in the *Jour. Society Chemical Industry*, 45, page 469, (1926). On saponifying olive oil with equivalent quantities of aqueous caustic soda solution, the mixture exhibits three sets of conditions according to the initial alkali concentration, namely, small white grains, large oily grains and an emulsified mixture. Oily grains are the most difficult to saponify, the white ones less so. Saponification proceeds most rapidly with the emulsified mixture. For olive oil, an optimum alkali concentration of 29.25% is found to yield the maximum rate of saponification, the latter attaining up to 98% in a half hour. With the foregoing alkali concentration, agitation beyond the stage at which the mixture has formed a paste, breaks down the emulsion and retards saponification. Excess alkali increased speed of saponification, particularly in final stages of reaction, while addition of salt retards it.

On drying Soap—



NEXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor progressive stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

C. G. SARGENT'S SONS CORP.

GRANITEVILLE **MASSACHUSETTS**

THE NEWPORT PRODUCTS

for soap makers

TETRALIN and HEXALIN

Hydrogenated Coal Tar Bases with High Boiling Points and Better Dissolving Properties

for oils, waxes, greases and fats than the solvents commonly used — therefore they are ideal for incorporation with Soaps and Detergents destined to be used in textile processing.

NEWPORT TRADE MARK

The Newport Chemical Works, Inc.

Passaic, New Jersey

Branch Offices and Warehouses:

Boston, Mass. Providence, R.I. Philadelphia, Pa. Chicago, Ill. Greensboro, N.C.

CONTRACTS AWARDED

James Good has been awarded the contract by the Bureau of Supplies & Accounts, Navy Department for furnishing the San Diego, Cal., navy yard with 24,000 pounds of white castile soap in 4 pound bars at $3,792.00 bids for which were received on March 1.

The following contracts have been awarded for soap and similar articles, by the quartermaster supply officer, Fort Mason, San Francisco; Hooper & Jennings, San Francisco, 394 packages powder at 4.297c lb., 2,400 pounds yellow laundry soap at 4.608c lb. and 864 cakes toilet soap at 4.897c lb.; Haas Bros., San Francisco 2,600 cakes white floating soap at 5.497c lb., and 1,500 cakes scouring soap at 2.4c lb.; John Rothschild, Inc., San Francisco, 300 cartons hand paste soap at 16.7c; Hockwald Chemical Co., San Francisco, 200 gallons disinfectant at $1.12; and Hooper & Jennings, San Francisco, 157 boxes salt water soap at 3.387c lb.

Finnell System, Inc., has been awarded a Government contract for 10 barrels cleaning compound at $1.20.

Texas Soap Co., San Antonio, Texas, has been awarded a contract to supply Fort Hamilton with 98,500 pounds laundry soap at 4.45c lb.

San Antonio Drug Co. has been awarded contracts to supply Fort Sam Houston with toilet soap at 7c and 19.2c.

G. H. Sturgis, (Zero Specialty Co.), Chicago has been awarded contracts to supply Rock Island Arsenal, Ill., with 10 barrels, cleaning compound for cleaning textiles and fabrics at 7c a pound, and 5 barrels of cleaning compound for cleaning metals at 7.25c a pound.

The following contracts for soap and allied products have been awarded by General Supply Committee, Washington: scouring powder for removing ink from printers' hands, 2.9c to Globe Wholesale and Distributing Co., Washington; scouring soap compound, 3.25c to DuBois Soap Co., Cincinnati; chip soap at 8.25c to Holbrook Mfg. Co., Jersey City, N. J.; grit soap for scouring at 5.5c and 4.95c to Purdy & Stevens Supply Co., Brooklyn, and John T. Stanley, Inc., New York; hand grit soap at 14c to 16c to Unity Sanitary Supply Co., New York; grit soap paste at 5c to Hanso Co., Darby, Pa.; laundry soap at 4.96c and 5.01c to J. Eavenson & Sons, Inc.; soft liquid soap in 1/2 barrels at 19c, in 1/2 wooden barrels at 24c, in drums at 19c and in barrels at 26c to Standard Sanitary Products Co., Brooklyn; Heavy soap powder at 2.67c, and fluffy at 2.72c and 2.76c to J. Eavenson & Sons, Inc.; tar soap at 3.25c and 3.32c and white floating soap at 8.85c to J. Eavenson & Sons, Inc.; automobile soap in 100 pound containers at 7c Clifton Chemical Co., New York, in 250 pound containers at 5c to Peck's Products Co., St. Louis, and in 350 pound containers at 4.75c to Peck's Products Co.; and milled toilet soap at 14c to J. Eavenson & Sons, Inc.

General Soap Co., San Francisco, was awarded a contract for 76,080 lbs. of laundry soap at 4.54c lb. and 20,000 cakes white soap at 2.75c cake for Fort Mason, Q. M. Dept.

Gold Dust Corp., New York, was awarded a contract for 20,000 bars white floating soap at 3.0675c per bar for Fort Sam Houston.

Windsor Soap Co. was awarded a contract for 22,000 bars toilet soap at 3.175c bar, and Swift & Co. 24,000 bars laundry soap at 5c bar for Quartermaster Dept., Brooklyn, N. Y.

John T. Stanley Co., New York, was awarded a contract for 50,000 lbs. chip soap for Fort Sam Houston at 8.61c per lb.

Procter & Gamble Co., was awarded a contract for 38,000 lbs. issue soap for Quartermaster Dept., Brooklyn, N .Y. at 4.88c lb.

RECORD OF TRADE-MARKS

The following trademarks were published in the March issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Feb. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice if opposition.

Trade-Marks Filed

Zerko—This in black letters on top and "Beats All" underneath with a big Z as a background describing general cleanser for household and garage use also for use on woodwork and metals. Filed by Blackburn Packers, Lovelock, Nev., Nov. 24, 1926. Claims use since June 10, 1926.

Colgate—This in black letters describing dental cream, liquid dentifrices, shampoo preparations. Filed by Colgate & Co., Jersey City, N. J., Nov. 24, 1926. Claims use since 1858.

Elsinore—This in black letters describing deodorant spray. Filed by Elsinore Perfume Co., Brooklyn, N. Y., Dec. 20, 1926. Claims use since May 1924.

C. N. P.—This over a fancy design in a circle describing chemical compound in solid form used as a disinfectant, cleansing agent and detergent. Filed by G. V. Gross Co., New York, N. Y., Dec. 24, 1926. Claims use since Nov. 16, 1926.

Travel-Suds—This in black letters describing soap. Filed by Travel-Suds Co., Inc., New York, N. Y., Jan. 8, 1927. Claims use since Dec. 1, 1926.

Penafoam—This in black letters describing toilet and bath soaps. Filed by J. C. Penney Co., Wilmington, Del., Jan. 11, 1927. Claims use since Dec. 9, 1926.

Rayona—This in black letters describing soap. Filed by J. B. Williams Co., Glastonbury, Conn., Dec. 10, 1924. Claims use since Dec. 1, 1924.

Klorex—This in black letters describing disinfectant, deodorant, sterilizer and germicide. Filed by Overton Chemical Co., Sumner, Iowa, Nov. 20, 1925. Claims use since Oct. 1, 1924.

Tri-Po—This on a black background describing general household cleansing preparation for fabrics, utensils and the skin. Filed by Tri-Po Products Co., Woodlynne, N. J., Jan. 11, 1927. Claims use since Jan. 10, 1926.

Hexol—This in black letters describing disinfectants. Filed by Sanitary Supply Co., San Francisco, Calif., Dec. 13, 1926. Claims use since Sept. 2, 1926.

Milray—This in black letters describing liquid flea soap. Filed by Gray Miller Corp., Fernwood, Pa., Jan. 4, 1927. Claims use since Oct. 13, 1926.

Liqua-Sol—This in outline letters describing antispetic and disinfectant. Filed by Vestal Chemical Co., St. Louis, Mo., Jan. 10, 1927. Claims use since June 1926.

Friend Of All—This above two pictures describing soap. Filed by Kenova Ice & Cold Storage Co., Kenova, W. Va., Jan. 12, 1927. Claims use since Dec. 1, 1926.

Pine-Breeze—This in black letters describing shampoo. Filed by San-I-Sal Labs, Inc., Washington, D. C., Jan. 15, 1927. Claims use since February 1924.

Cadet—This in black letters describing shaving soap, liquid soap, toilet soap, skin soap, bath soap, etc. Filed by Irving McEwen, Omaha, Neb., Jan. 18, 1927. Claims use since Jan. 10, 1927.

F. B.—This in black letters describing soap, soap powder, soap flour, soap chips and soap flakes. Filed by Fitzpatrick Bros., Chicago, Ill., Jan. 24, 1927. Claims use since December 1926.

Peek-A-Boo—This in black letters describing bath, toilet and shampoo soap. Filed by Haskins Bros. & Co., Sioux City, Iowa, Jan. 26, 1927. Claims use since 1902.

Pa Co—These letters, one inside the other, in black describing cream toilet and shaving soap for use in soap dispensers. Filed by Premier Appliance Co., Philadelphia, Pa., Aug. 1, 1924. Claims use since July 1, 1924.

King of All Cleaner—This in black letters describing liquid preparation for cleaning the hands, fabrics, etc. Filed by King of All Cleaner Co., Atlantic, Iowa, Dec. 22, 1924. Claims use since Oct. 5, 1923.

Bug Boy—This in black letters describing insect exterminator, namely flies, ants, bugs, bedbugs, roaches, moths, etc. Filed by Michael E. Downey, Chicago, Ill., July 6, 1926. Claims use since February 1920.

F. Prochaska—This in black letters describing soaps. Filed by F. Prochaska, Ltd., Prague, Czechoslovakia, July 24, 1926. Claims use since 1847.

Midland—This in black letters above the picture of their factory held up by a man, describing general household cleaning preparations, dry cleaners, sweeping compounds, metal polish, toilet, laundry, and automobile soaps. Filed by Midland Chemical Laboratories, Inc., Dubuque, Iowa, Sept. 1, 1926. Claims use since Aug. 1, 1925.

Soiloff—This in black letters describing hand soap. Filed by R. M. Hollingshead Co., Camden, N. J., Sept. 15, 1926. Claims use since June 1905.

Zip Scrub—This in black letters describing liquid scrubbing compound. Filed by American Disinfecting Co., Sedalia, Mo., Nov. 22, 1926. Claims use since 1923.

Gold Bond—This inside of a big "G" describing cleansing and washing compound. Filed by Noble A. Alexander, Denver, Colo., Dec. 9, 1926. Claims use since Jan. 15, 1923.

Sani-Vapor—This in black letters describing disinfectant. Filed by Sani-Vapor Co., Atlanta, Ga., Dec. 10, 1926. Claims use since Sept. 1926.

Blue Bird—This in black letters describing cleaning and scouring compound. Filed by Fitzpatrick Bros., Chicago, Ill., Dec. 20, 1926. Claims use since June 1918.

Ravol—This in outline letters inside an oval describing soapless shampoo preparation. Filed by Ravol Co., Chicago, Ill., Dec. 20, 1926. Claims use since Sept. 23, 1926.

Minnehaha Washing Powder—This over the picture of an Indian girl describing washing powder. Filed by Anderson Chemical Co., Litchfield, Minn., Jan. 10, 1927. Claims use since January 1924.

Palami—This in black letters describing cleansing and scouring preparation. Filed by Palami Products Co., Brooklyn, N. Y., Jan. 22, 1927. Claims use since October 1926.

Roach-Nok-R—This in black letters inside a cross describing roach insecticide or powder. Filed by Pro-Tex-All Sanitary Products Co., Evansville, Ind., Jan. 24, 1927. Claims use since April 1, 1926.

Murex—This on a fancy bordered background describing soaps and soap compounds. Filed by Viking Laboratories, Inc., Charleston, W. Va., Jan. 6, 1927. Claims use since Dec. 1, 1926.

Viking Laboratories, Inc.—This written across a seal describing soap and soap compounds. Filed by Viking Labs., Inc., Charleston, W. Va., Jan. 6, 1927. Claims use since Dec. 1, 1926.

Eavenson's French Process Cold Cream Soap—This on a fancy background in front of the picture of a woman describing soap. Filed by J. Eavenson & Sons, Inc., Dec. 16, 1926. Claims use since April 28, 1925.

Eavenson's French Process Cold Cream Soap—This on a fancy background describing soap. Filed by J. Eavenson & Sons, Inc., Camden, N. J., Dec. 20, 1926. Claims use since April 28, 1925.

Elmo—This in black letters describing compounds for cleaning the hands and the like. Filed by Elmo, Inc., Philadelphia, Pa., Jan. 6, 1927. Claims use since 1907.

Colgate's—Several pictures describing shaving stick and shaving soap. Filed by Colgate & Co., Jersey City, N. Y., Jan. 27, 1927. Claims use since Nov. 5, 1926.

Trade-Marks Granted

224,148—Liquid Spray Compound having insecticide, germicide, disinfectant, deodorant, cleansing and polishing properties. Guard-Good Chemical Corporation, now by change of name Ced-O-Gen Corporation, Geneva, N. Y. Filed January 6, 1925. Serial No. 207,738. Published November 23, 1926.

224,275—Oil Soap. The Phoenix Oil Co., Cleveland, Ohio. Filed September 29, 1926. Serial No. 237,920. Published November 23, 1926.

224,278—Toilet Soap. The Sydney Ross Co., Newark, N. J. Filed September 27, 1926. Serial No. 237,832. Published November 23, 1926.

224,294—Hard-Water Soap. Hastings Research Group, Inc., New York, N. Y. Filed October 19, 1926. Serial No. 238,856. Published November 23, 1926.

224,295—Soap. Kansas City Wholesale Grocery Co., Kansas City, Mo. Filed October 18, 1926. Serial No. 238,792. Published November 23, 1926.

224,353—Cleansers. William A. Marsh, Westfield, N. Y. Filed February 25, 1926. Serial No. 227,804. Published November 2, 1926.

224,433—Soaps in cake form. Soap pastes, and soap powders. Parfumerie

(*Continued on Page 65*)

COAL TAR DISINFECTANTS

CRESOL COMPOUNDS

CRESYLIC ACID

ALL PRODUCTS TESTED AND GUARANTEED
PROMPT SERVICE ASSURED TO ALL ORDERS

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INSECTICIDE AND DISINFECTANT MANUFACTURERS ASSOCIATION I&D MA

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Say you saw it in SOAP!

INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association.* Harry W. Cole, Holbrook, Mass., Secretary.

Program Plans for Midsummer Meeting

PRELIMINARY program plans for the Mid-Summer Meeting of the Insecticide and Disinfectant Manufacturers Association to be held at the Edgewater Beach Hotel, Chicago, May 16, 17 and 18, include the following thus far: "What Do Your Products Cost?" by H. W. Hamilton, White Tar Co.; "Mouth Sprayers and Their Effect on the Industry" by F. W. Forman, Toledo Rex Spray Co.; "Increasing Export Sales of Disinfectants and Insecticides," by J. W. Bailey of the Tanglefoot Co.; "Cooperative Advertising and Publicity," by Evans E. A. Stone of the Standard Oil Co. of N. J.; "Employing and Handling of Salesmen," by J. L. Brenn, Huntington Laboratories; "Quality in Insecticides," by Dr. R. C. White, Komo Chemical Co.; "The Tariff Situation on Coal-Tar Products," by C. Campbell Baird, Baird & McGuire, Inc.; "Labeling and Sealing Adhesives," Leroy Eickstedt, Arabol Co.; "Effectiveness of Winter Advertising," by J. W. Bailey; "Uniform Cash Discounts and Trade Discounts," by C. P. McCormick, McCormick & Co.; "Securing Favorable Attention of Health and Medical Authorities," by John Powell, John Powell & Co.; "Educating the Trade in Effective and Intelligent Sales and Display of Disinfectants and Insecticides," by Evans E. A. Stone; "Cooperating with Other Industries Along Publicity Lines," by Ira P. MacNair of SOAP; "Aiding the Sale of Insecticides and Disinfectants Through the Correct Use of Sprayers," J. B. Nicholson, Lowell Specialty Co. A moving picture will be shown by the Hercules Powder Co. Program and entertainment details will be in the hands of James H. Readio, Jr., Tar Products Corp. and J. W. Bailey of the Tanglefoot Co. The complete program will be published in the May issue of SOAP.

Pine Oil Disinfectants

In Service and Regulatory Announcement No. 48, of the Insecticide and Fungicide Board of the U. S. Department of Agriculture, issued July, 1924, it was pointed out that "tests of pine-oil disinfectants, prepared from various grades of pine oils, made by the board show that they are effective in killing B. Typhosus, when used in proper dilution. Further tests of pine-oil disinfectants, prepared from various grades of pine-oil, show that they are not effective in killing M. aureus and B. anthracis in any dilution capable of emulsification. Since pine-oil disinfectants will not kill M. aureus in any dilution capable of emulsification, it is the opinion of the board that these disinfectants should not be recommended or sold for general disinfecting purposes, since a general disinfectant should certainly kill the pyogenic micro-organisms, these being apt to be present in many or most cases where a general disinfectant is required. In the present state of our knowledge it is believed that one is only justified in recommending pine-oil disinfectants in those cases in which B. Typhosus is the organism to be killed, as, for example, in the disinfection of typhoid stools, disinfection of sick rooms, and in the disinfection of bed clothes, utensils, etc., used by typhoid patients."

As a result of this opinion, many manufacturers of pine-oil disinfectant ceased to offer this type of germicide for general use, and either sold it as a deodorant or specified on the label that it was effective only against typhoid fever germs.

We give you herewith the latest official information on the subject, which is taken from a letter to this office from Dr. J. K. Haywood, Chairman of the Insecticide and Fungicide Board: "The Board has tested Hygienic Laboratory pine-oil disinfectant and found it to be effective at the correct dilution in killing Streptococcus viridans, Streptococcus hemolyticus, Streptococcus non hemolyticus, pneumococcus Type 2, Bacillus diphtheriæ, Bacillus dysenteriæ, Bacil'us enteritidis, Bacillus paratyphosus A, Bacillus paratyphosus B, Bacillus Coli,

(Continued on Page 73)

In Chicago!

THE 1927 Mid-Summer Meeting of the Insecticide and Disinfectant Manufacturers Association will be held at the Edgewater Beach Hotel, Chicago, on May 16, 17 and 18. Among those subjects which have been suggested to the Program Committee for discussion are included the following: Credits and collections, co-operative publicity, employment and handling of salesmen, securing the co-operation of health authorities, expanding the sale of disinfectants and insecticides in new fields, commercial value of technical research, methods and means of leasing soap dispensers, cash and trade discounts, teaching the dealer and retailer to sell insecticides and disinfectants, rural and farm use of disinfectants and insecticides, etc. The Program Committee has announced that there will be few, if any, technical papers heard at the Chicago meeting. These developments will be reserved for the December convention in New York. Chairman of the Program Committee, James H. Readio, Jr., of the Tar Product Corp., East Providence, R. I. has announced that further suggestions for topics of discussion of importance to the industries will be considered by the Committee.

THE Chicago meeting has been planned as a get-together of the insecticide and disinfectant industries for a general discussion of common business problems with most of the emphasis on the sales and commercial problems. To make it a genuine get-together, an Entertainment Committee with J. W. Bailey of the Tanglefoot Company, Grand Rapids, Mich., at its head, has been formed to take care of activities outside of the meeting sessions.

IF YOU are a manufacturer of disinfectants, household insecticides, liquid soaps, or associated products, or their raw materials, a cordial invitation to attend the open sessions of the Chicago meeting is extended to you. Whether you are a member of the Association or not, here is an opportunity to meet with your fellows in your industry and help solve some of your own and common problems. Come to Chicago! The days are Monday to Wednesday, May 16 to 18, at the Edgewater Beach Hotel. Write the hotel now to reserve a place for you. Also, make known your intention to attend with a letter to Secretary Harry W. Cole of Holbrook, Mass.

May 16, 17, 18!

Activities of the Association

The following bulletins have been sent out by the office of Secretary Harry W. Cole to the members of the Association during the past month.

(March 12, 1927)

THE rules and regulations of the Fire Commissioner of Greater New York, concerning the storage and transportation of inflammables and combustibles are very rigid. This is well known to some of our members who have heretofore made futile attempts to have the Office of the Commissioner liberalize the rulings and permit the storage of these liquids in bulk in metal packages. It is realized that in a city as large and as congested as New York, it is necessary to guard against unusual fire hazards, but it seems to us that when a requirement is made that disinfectants and liquid insecticides shall be stored only in small metal cans, fitted with screw tops, and then only in a very limited quantity, the restriction is unduly severe.

Many of our members doubtless do not regard their products as being combustible, yet the New York Fire Commissioner holds that a combustible mixture is "any liquid or solid mixture, or substance, or compound, which does not emit an inflammable vapor at a temperature below 100 degrees, when tested in a Tagliabue open cup tester, *but which may be ignited and caused to burn.*"

The Chairman of our Membership Committee, John Powell, 12 Water Street, New York City, offers to be of such assistance as he can to those of our members who wish to store or transport their products in Greater New York. He writes "If those members in the metropolitan district, who are having any trouble, will tell the Fire Department that they wish to appeal their case to the Board of Appeals, they will be granted the right to do so. Then they can go before the Board of Appeals, state their case and point out the impracticability of storage of bulk goods for manufacturing purposes as the Fire Department regulations set forth. The Board of Appeals will no doubt grant their request and issue permit for the proper amount of oil. This is the usual procedure, as we have gone through it ourselves twice. If we can help out those members that have trouble, tell them to call us up."

Mr. Powell ought to know, for he states that he has twice had this problem to solve, so if you are now meeting with difficulty in securing a permit to store or transport, or such a situation arises in the future, let us suggest you get in touch with Mr. Powell.

(March 18, 1927)

EARLY in January we had a bulletin prepared and ready to mail but concluded at the last minute to withhold it until more definite information could be obtained. The bulletin read as follows: "Advices from Washington are to the effect that beginning with the next fiscal year, there is to be a considerable reorganization in the Bureau of Chemistry. The Bureau of Chemistry will become the Bureau of Chemistry and Soils and will confine its activities to research. A new and independent bureau will be created, and known as the Food, Drug and Insecticide Administration, which will have exclusive charge of the enforcement of the Food and Drugs Act, and the Insecticide Act of 1910. Presumably there will be a chief of each bureau, each rating the same. In the appropriation bill the Food, Drug and Insecticide Administration is allotted about one and one third million dollars as against about a million, one hundred thousand for the Bureau of Chemistry.

"It is announced that there will be no change in the policy or methods of enforcing the laws involved in this reorganization. The personnel will remain the same as heretofore, except for the appointment of a successor to Dr. Hoover who has withdrawn as Chief Chemist of the Drug Laboratory. We are informed that all contacts which have been established will be maintained and that the policy of invitation to confer in advance of citation or seizure will be maintained.

Later in January your Secretary, while in Washington, tried to get further first-hand information regarding this reorganization, but found that officials involved were loath to talk of future developments. What he was told, however, was substantially the same as the information given in the two preceding paragraphs. No one seemed to know for certain just where anyone was going to fit.

In today's mail we are furnished with a copy of a summary statement of legislative and legal matters by the General Counsel of the American Pharmaceutical Manufacturers' Association. In part it reads: "H. R. 15008, the agricultural appropriation bill which has passed the

About Pine Oil Disinfectants

Recent findings of the Insecticide and Fungicide Board of the U. S. Department of Agriculture indicate a much wider field for the use of pine oil disinfectants and a large increase in their sales. Research by the Board has shown greater effectiveness against germ life and in a field much broader than previously accepted. The result will be a marked expansion in the demand for this type of disinfectants.

Yarmor Steam-Distilled Pine Oil is being sold to disinfectant manufacturers in steadily increasing quantities. The quality is uniform and the supply is dependable.

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(INCORPORATED)

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Wilmington, Delaware

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Company .....

Street .....

City ..... *State* .....

Say you saw it in SOAP!

House, provided for the reorganization of the administration of the food and drugs act and also the insecticide and fungicide act within the Department of Agriculture. The Bureau of Chemistry is made the Bureau of Chemistry and Soils and its activities confined to scientific matters. The practical administration of said acts, formally in the Secretary of Agriculture and heretofore actually in the Bureau of Chemistry, is transferred to a newly created Food, Drug and Insecticide Administration headed by a chief appointed by the Secretary. The Chief will be Mr. Walter G. Campbell, I understand. This reorganization will have a far-reaching effect. One probable result is a more severe and technical enforcement of the acts. Their administration has been in the hands of the chemists who investigate the facts. Hereafter they will report the facts to the chief who will decide the question of prosecution. He is in reality the prosecuting officer. Regardless of what has been said in official circles to the effect that this reorganization is more formal and that the administration of the acts will proceed as heretofore, the very statement of the situation establishes the contrary. There will be another hand at the wheel. And it is the hand of a prosecuting officer. We have taken no action in the circumstances. This reorganization cannot be properly opposed. Its value will be measured by the consequences. And they will be disclosed in the future. The manufacturers should have this reorganization in mind in dealing hereafter with the government upon matters under said act."

The above is given you as a matter of information, and does not necessarily represent our viewpoint. Dr. George F. Reddish, who has attended our annual meetings the past two years, will sever his connection with the Insecticide and Fungicide Board at Washington on April 1st, and will associate himself with the pharmaceutical house of Hynson, Westcott & Dunning, Baltimore, Md.

Any further details of the reorganization will be made known to you as soon as we learn of them.

A SUGGESTION: Draw a ring around the dates of May 16th, 17th and 18th on your office calendar. On these dates we will hold our 1927 mid-summer meeting in Chicago, with headquarters at the Edgewater Beach Hotel. Plan now to attend. You will feel well repaid for being present.

(March 21, 1927)

THE mid-summer meeting at Chicago on May 16th to 18th inclusive, is not quite two months away. The Chairman of our Program Committee, James H. Readio, Jr., of the Tar Products Corporation, Providence, R. I., is anxious to formulate the program, and is counting on your help to make it interesting and profitable. In a previous bulletin we asked you to communicate with Mr. Readio and tell him what topics you felt could be discussed with benefit to all concerned, and whether you would be willing to take a part in the discussions. If you have not yet written will you please do so now? We do not expect any highly technical papers. What we want is a good common-sense talk from every member, whether active or associate, and about something that he is particularly interested in and which he thinks the Association should know about. After all, the chief value of these meetings lies in the ideas we gain as well as the ideas we pass on to the other fellow.

Last summer, in Quebec we had so many topics to talk about that but a comparatively few were touched upon. Those that we did not have time to discuss include the following: Credits and collections, co-operative publicity, new fields for the sale of our products, employing and handling of salesmen, merchandising, cooperation with health authorities, need for further research, methods of leasing soap dispensers, are mouth sprayers a good thing for the industry?, standardizing methods for testing raw materials, the use of insecticides on animals, supplying speakers to other associations, cash and trade discounts, educating the public to demand advertised products, teaching the dealer and retailer to sell our goods, need for revision of the postal laws.

The above subjects are mentioned just to give you an idea of what might be discussed. There are dozens of other topics equally important. Surely you can give your views on one or more of these. Mr. Readio wants to know just what subjects you will talk on. Just place yourself in his position. You know it is not an easy job. He is willing to give us the best there is in him if YOU will help. Will you please write him TODAY? Thank you!

(March 24, 1927)

WE ARE glad to report that we have made arrangements with the Edgewater Beach Hotel, Chicago, to take care of the members of our Association at the following special room rates during the time of our summer convention there on May 16th, 17th and 18th. Outside single room, with private bath, $4 a day. Outside double room, with twin beds and bath, $6 a day. You are requested to make

(Continued on Page 67)

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Say you saw it in SOAP!

Testing Insecticides on the Mushroom Fly

The Quality of Pyrethrum and the First Introduction to the Mushroom Fly in Determining its Effectiveness

By Dr. Robert C. White, Komo Chemical Co.

(Before the 13th Annual Meeting, Insecticide and Disinfectants Manufacturers' Association.)

ABOUT five years ago, I became quite interested in this field of work. Looking into it I discovered we had practically no accurate records at all for testing pyrethrum. Everyone I talked to had some pet method, but they all varied and it seemed a peculiar thing that after the use of the flowers had been known for a great number of years, such limited research work had been done on them. So after floundering about for a short while, we decided to make some determinations ourselves. We did find, I think, as many of you have, that the extractive principle of pyrethrum, regardless of the kind of extractive used, did have some bearing on its activity in killing insects. We, of course, made tests with alcohol, with choroform and ether and so on down the line and while we found some variations, just as has been mentioned, where a smaller extraction taken from a drug did not indicate that that drug had less killing power, we found in the majority of cases that where we got a good extraction, presumably an oleoresin extractive, the drug did have quite a killing power.

It was somewhat amusing for me to talk to various people about this question of quality and uniformity. The millers and drug jobbers that wanted to sell us insect powder talked very glibly about it. It seems to me that some of them surrounded themselves with an aura of information when they came into the office and endeavored to mystify us in the quality of certain flowers because of their degrees of openness. Now, I am frank to say that I have also met people that have worked with insect flowers for years and who could put their hand in the barrel and tell by the feel whether they were good or not. I have a man today who is acquainted with this industry and he still claims that he can tell by the feel in the barrel whether they are open, half-open or three-quarters open. Really, we are floundering a good bit on this.

I listened with some interest to the discussion as to the possibility of tests on insects in the open and insects confined or artificially bred. We lost—we did not spend it—quite a few thousand dollars in finding out some things about this. I have talked to no one yet who has mentioned one type of insect that seems particularly adaptable for use in testing. This, I believe to be the mushroom fly. It can be gotten at all seasons of the year. I call your attention to that. I am not going to go into detail. I have records of the cycle, how fast they matured and how soon they breed and where they laid their eggs on the ground under the mushroom, but if ever there was a pestiferous fly just about a quarter the size of the housefly that was devilishly hard to kill, it is the common ordinary mushroom fly that you can obtain from any mushroom growth. The way we got into this was rather peculiar.

Back in the days when to sell any quantity of our product was encouraging, a certain purchaser would call at the plant and buy bulk quantities. This was called to my attention and one time in driving through to Baltimore, I decided to look this man up. He happened to be away, but his assistant told me he kept very accurate records of killing this mushroom fly and I made an appointment to come and see him. I took with me a man that I thought was one of my best salesmen. My trouble with all salesmen is they all die on third base and never get home. Once in a while I go with them. They seem to lack a certain element of gall that carries you by occasionally.

Experience with Mushroom Flies

THIS one plant in question had sixty enormous mushroom sheds made of hollow tile and was at that time one of the few that maintained a refrigerating system in summer. Some of you know mushrooms have to be grown at sixty degrees Fahrenheit, the temperature should be maintained at that, and by controlling the temperature between sixty and seventy degrees, they controlled the breaking through of the sporn in its development—that is, the small mushrooms coming through the upper casing.

I knew nothing about mushrooms. The salesman knew less. So we were in a fine shape to go out and give this man some healthy advice as to how to kill these flies. We went into a rather nice office after getting into the boiler

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room and other places by mistake. We sat and waited, one wild winter day in February, after a drive of forty miles and his assistant went out and told him we were there.

This chap came in and glanced at us sideways and sat down at his desk. He had been told twice by this assistant who we were. My salesman happened to be sitting closest to him and said, "Mr. So-and-So?" He said, "Yes sir." "Jones is my name and this is Dr. White." That didn't seem to mean a thing to him. He said, "We came to talk to you about our product." He said, "Yes." He said, "I have used it. We won't use it again."

Of course, my man, like all salesmen, reached for his hat. I looked at this man and said, "How often did you want it to kill?" He looked at me quick, and if I had dared to smile he would have knifed me. But that got him. Always ask a man a fool question. He will either throw you out or it will get him. That started the discussion. He got his records out. I learned what they knew about the flies in a mushroom industry. He showed me records of where he had used it, the proportionate numbers that had been killed as he gagged them and so on and finally I said, "Well, did you do it right?" Of course, I did not know how to do it right and I did not know why he should. And he said, "Well, I don't know." I said, "I'd like to look at these infested houses." I'd never seen a large mushroom house before and so after climbing up those various racks and so on I got up on the running board and near the light I found these enormous quantities of flies clustered thickly around the light.

Putting on a bold front I said, "Jones, have we any product that we can use with spray guns?" He said, "Yes." We found that he had gotten his results as far as he had gone by using a small hand spray and we paraded men up and down these running boards and within twenty minutes we could gather the flies in handfuls.

In Laboratory Experience

THAT was my introduction to this mushroom fly. After that I worked on four species. But that led to our taking samples of these flies into a regular laboratory and studying them. We took an ordinary corrugated packer, cut some holes in them, put some compost in. We carried the flies in and set them in the laboratory. It happened to be just at a weekend. We saw that the moisture in the room they were put in was correct, the temperature maintained at about sixty. Unfortunately, the corrugated packer by Monday morning, that is the strip of sealing paper on it, had let loose and had opened up and we had apparently just as many flies in that small laboratory as they had in all their mushroom sheds.

By tests run over a period of nine months, we found that these flies were killed off in about exactly the same proportions as the ordinary housefly. We have never been able to successfully raise the housefly during the winter season inside by artificial means. But these mushroom flies, we have been able to develop without any trouble whatever.

Figure Kill by Weight

THERE are four varieties of them. If you write the Department of Agriculture, you will get some booklets on them. The State Colleges in three of the states have done a good deal of work on them. But, if you want a fly that you can control and that you can handle there is nothing better. We handle them by weight, not by count. I was thinking yesterday, we would have an awful time counting enough flies for our work. We have no difficulty whatever in the weighing. Take your medium and you can put these flies on, they will stay close together. You do not have a great deal of trouble with them flying all over the place. We developed quite a lot of insects in a small space. By weight, you can figure out the killing power of your product and to me it seems as though this question of quality of pyrethrum just brings us back to the same thing we have gone through in the pharmaceutical field in the last fifteen years.

You come to a certain conclusion, and make your physiological tests on your dogs and you come to another test and between the two you get a chance to standardize. I think one of the most vital things in regard to this pyrethrum business of ours is to find out how to standardize and I simply offer this question of our experience in that it may be helpful to some of you in getting a basic insect test.

We killed so many insects that our salesmen went out and sold promptly mushroom growers all over. We found that about ninety per cent of the mushroom growers employ Italians for that work. The result is when you tell them to ventilate for thirty minutes after spraying so much to the cubic foot, you will find that to be safe and sure in doing that, he will leave the ventilators closed at night and starve his mushrooms of all oxygen. But, in spite of everything, it has been a great help to us to have had some insect that was sufficiently strong to propagate itself and keep on growing, on which we could make practical tests.

Trade Mark

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Reg. U. S. Pat. Off.

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Chilled - Filtered and Pressed - No Sediment

Makes up a milk white emulsion with a good odor.
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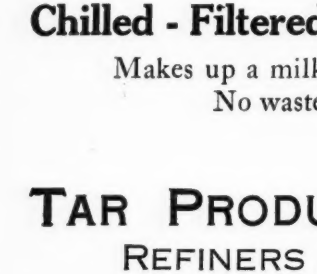


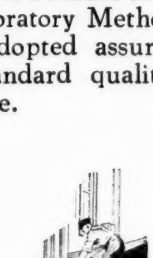
Zef-ir Blocs and Crystals
Zef-ir Blockettes
LIQUA-SAN
Concentrated Liquid
Soaps . . . .
Scrubbing Compounds
Rex Pine Scrub Soap
Rex Crystals
Clogged Drain Opener
Liquid Insecticide
Liquid Waxes

FROM HUNTINGTON LABORATORIES

Laboratory Products

HERE are products that *sell* because they *serve better*. The Laboratory Method of manufacture we have adopted assures absolute uniformity and standard quality, yet our prices are right in line.

You can depend on a good product, good service, right price and fair treatment--plus a product that has genuine salability because of unusual merit. Let us quote on your requirements and send samples.



Wholesale Department

The HUNTINGTON LABORATORIES, Inc.

HUNTINGTON, IND.

Say you saw it in SOAP!

Sell Insecticides Next Winter

(From Page 20)

flies. The plan is basically sound. It has the endorsement of one of the biggest manufacturers in the business and has been fostered for several years by the association of the industry.

With the termination of the coming summer, let the liquid insecticide industry continue to push its goods through the following fall and winter. During the summer, do not emphasize the fly-spray idea. Emphasize the fact that liquid pyrethrum insecticides are effective against all other insects as well as flies. This thought is necessary to carry demand over into the winter months and to make the business an all year 'round affair. It is the logical channel through which the business of all pyrethrum insecticides manufacturers can be increased.

Richard Hewitt Bond, vice-president and sales manager of McCormick & Co., Baltimore, Md., died at his home at Halethrope, Md. on March 9 last. He started with McCormick & Co. in 1907 when the company was a comparatively small firm and was one of the leaders in its growth over the past twenty years. Mr. Bond was born at Portsmouth, Va. Nov. 19, 1865, a direct descendant of early English settlers in Virginia. His father was a veteran of the Union Army in the Civil War. He is survived by his wife, his son, Richard Furness Bond, two married daughters and six grandchildren. Mr. Bond was known as one of the best public speakers in the state of Maryland.

A pine oil disinfectant, with a phenol coefficient of between 4 and 4½, which will not decompose and which will retain its original co-efficient, will soon be offered in bulk to the trade, under the name "Pine-o-Der," by Haag & Vince, 2123 Church St., Brooklyn. All of the preliminary work has been completed and production arrangements are now being made. William J. Haag and Elias J. Vince are proprietors of the company.

According to Secretary Harry Cole of the Insecticide & Disinfectant Manufacturers Association, the following state legislatures had adjourned by April 1: Arkansas, Indiana, Missouri, Nevada, North Carolina, Oklahoma, South Dakota, Utah, Washington, Idaho, Kansas, Montana, New Mexico, North Dakota, Oregon, Texas, Vermont, Wyoming.

Each reason constitutes a real factor influencing the sale of your product—each is an indispensable element to a 100% satisfactory sprayer purchase. Lowell alone offers them all—

1 FINEST QUALITY—For more than a quarter of a century Lowell Sprayers have been the standard of quality.

2 PERFECT EFFICIENCY — Every sprayer made in our plant whether for our own line or one of our many insecticide customers is *double tested* for efficiency and workmanship.

3 LOWEST PRICES—Highly specialized automatic machinery has cut our manufacturing cost to rock bottom. Huge volume production permits a very small margin of profit per sprayer.

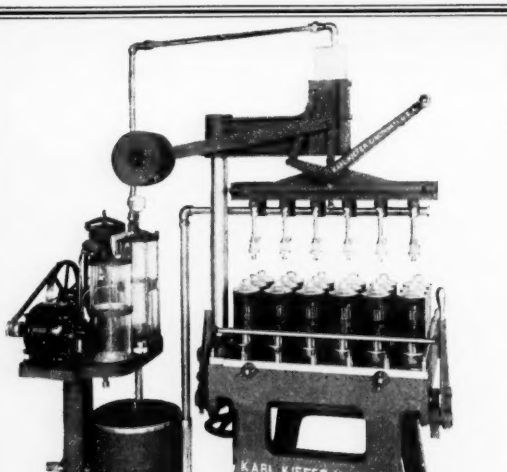
4 ABSOLUTE RELIABILITY IN THE EXECUTION OF SHIPPING ORDERS—Our production is always carefully scheduled so we can make deliveries exactly when stipulated.

5 WELL KNOWN—Lowell Sprayers are advertised to your trade and well known as the finest in sprayers.

DON'T ORDER UNTIL YOU HAVE LOWELL'S PROPOSITION

LOWELL SPECIALTY CO.

LOWELL MICHIGAN



FILLING MACHINES

for

Insecticides - Disinfectants - Oils
Liquids of All Kinds

Flit - Tanglefoot - Fly Doom—these are a few of the products filled by Kiefer machines.

Shown here is the T L Vacuum Filler—capacity 30 to 60 cans a minute.

Accurately filling without drip or waste.

No rubber tubing to deteriorate. All metal connections.

Set in 5 minutes for different sizes of cans.

Anyone can operate it and use it all day without tiring.

We make a complete line of vacuum, gravity-pressure, and measuring filling machines.

Write for catalog.

The Karl Kiefer Machine Co.
Cincinnati, O.

Edgewater Beach Hotel

on Lake Michigan

5300 BLOCK
SHERIDAN ROAD
CHICAGO

1,000 Rooms
Each with Bath

European Plan

THE EDGEWATER BEACH HOTEL
extends a cordial welcome to the members of the
INSECTICIDE & DISINFECTANT MANUFACTURERS ASSOCIATION
For their Convention scheduled May 16, 17 and 18
MAKE RESERVATIONS NOW
ATTENTION MOTORISTS—a 200-car GARAGE *in the Hotel!*

Say you saw it in SOAP!

Trade Marks Granted

(*From Page* 51)

Roger et Gallet, Paris, France. Filed September 28, 1926. Serial No. 237,872. Published December 7, 1926.

224,434—Soaps in cake form, soap pastes, and soap powers. Parfumerie Roger et Gallet, Paris, France. Filed September 28, 1926. Serial No. 237,874. Published December 7, 1926.

224,440—Liquid shampoo. Western Meat Company, South San Francisco, Calif. Filed September 23, 1926. Serial No. 237,636. Published December 7, 1926.

224,454—Cleaning compound. Uzme, Inc., Denver, Colo. Filed September 13, 1926. Serial No. 237,207. Published December 7, 1926.

224,577—Disinfectants, germicides and sterilizers. Diversey Manufacturing Company, Chicago, Ill. Filed October 22, 1926. Serial No. 239,026. Published December 7, 1926.

224,644—Insecticide. Mothguard Laboratories, Inc., New York, N. Y. Filed October 12, 1926. Serial No. 238,513. Published December 7, 1926.

224,700—Liquid Disinfectants. Eagle Chemical Co., Milwaukee, Wis. Filed October 29, 1926. Serial No. 239,399. Published December 7, 1926.

224,703—Toilet and shaving soaps in solid, powdered and liquid form. The Palmolive Company, Chicago, Ill. Filed September 4, 1925. Serial No. 219,840. Published December 7, 1926.

224,713 — Dry-cleansing fluid. Pacific Chemical Products Company, Everett, Wash. Filed September 7, 1926. Serial No. 236,954. Published December 7, 1926.

224,735—Soaps. National Soap Co., Detroit, Mich. Filed December 7, 1925. Serial No. 224,344. Published November 30, 1926.

224,760—Liquid soap, toilet soap, skin soap, bath soap, and hair and scalp soap. Irving McEwen, Omaha, Nebr. Filed September 1, 1926. Serial No. 236,763. Published December 7, 1926.

224,845—Dry-cleaning and polishing preparations and grease solvent. Carbona Products Company, New York, N. Y. Filed May 20, 1926. Serial No. 231,901. Published December 21, 1926.

224,963—Soap. Philip Gordon Cameron, Westfield, N. J. Filed August 31, 1926. Se-

(*Continued on Page* 83)

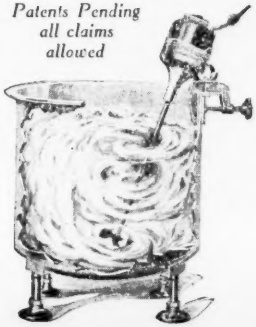
INSECT POWCO POWDER
BRAND
REG. U.S. PAT. OFF

We handle PYRETHRUM exclusively.
Therefore we are true Specialists.

POWCO BRAND Insect Powder is your assurance of definite and consistent quality. Why take a chance?

JOHN POWELL & CO., INC. 12 WATER ST., NEW YORK

Patents Pending all claims allowed



"LIGHTNIN"

The Original and World's Best Electric Portable Mixers

THOUSANDS IN DAILY USE

FEATURES—Clamp on Any Tank, Telescopic Shaft, Universally Adjustable, Vertical Motors, Strongly Housed, Built for Years of Use, Less Machinery and Better Results.

ALL SIZES AND SPEEDS

For Fastest and Best Mixing of all Liquids

Disinfectants—Insecticides—Oils—Soaps
Perfumes—Fats—Chemicals etc.

Write for catalog 33

MIXING EQUIPMENT COMPANY, Inc.

229-233 EAST 38th STREET NEW YORK, N. Y.

SOAP POWDER
IN BULK

Manufacturers of aireated and heavy powder
Supplying jobbing trade only
Packed in barrels and kegs

Write for samples and prices

AMERICAN SOAP POWDER WORKS, INC.
98-104 Van Dyke Street - - Brooklyn, N. Y.

CRESYLIC ACID
All Grades

Cresol U. S. P.

Cresol Compound

Tar Acid Oils

For
Disinfectant Makers
Any Strength
Frozen and Filtered

Coal Tar Products

Nicotine Sulphate

WM. E. JORDAN & BRO.
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Telephone: Glenmore 7318-7319

INSECT POWDER

As one of the largest importers of insect flowers, with complete milling equipment, specially designed for manufacturing powder, we are well equipped to serve you.

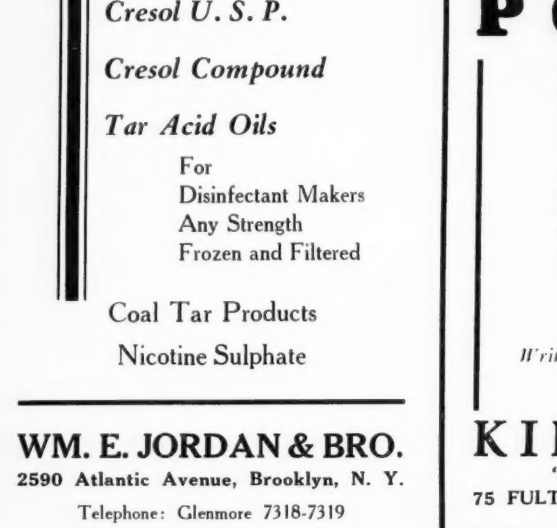
Only pure, impalpable powder of three varieties — made from half-closed Dalmatian, closed Dalmatian or Japanese flowers — is offered by us. *We do not mix these varieties.*

Insect Flowers

We advise contract purchases—
Write or wire for contract terms and prices

⚜

KING & HOWE
"Headquarters for Bulk Buyers"
75 FULTON STREET - NEW YORK
Successors to New York Branch
McLAUGHLIN, GORMLEY, KING CO.



Not like ordinary sprayers

The Robertson Compressed Air Sprayer

This is the *first* and *original* continuous sprayer ever put on the market. They are universally conceded to be the best ever made. Built from the highest quality of material and guaranteed to be perfect in operation and workmanship. All sprayers tested before leaving factory. Prices mailed on request.

Manufactured by

JAECKH MANUFACTURING COMPANY
422 East Eighth St. Cincinnati, Ohio

Say you saw it in SOAP!

Activities of the Association

(From Page 57)

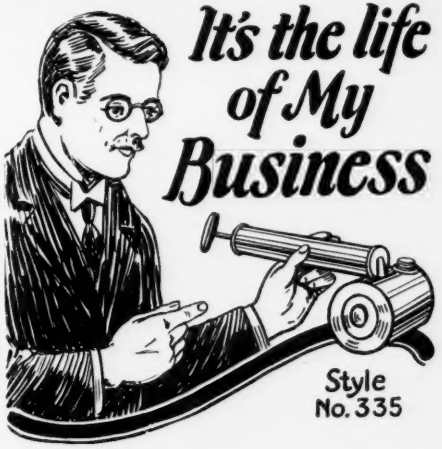
reservations direct with the hotel, stating the number of days you expect to be present. Those who attend as guests or visitors are entitled to the same low rates.

(April 4, 1927)

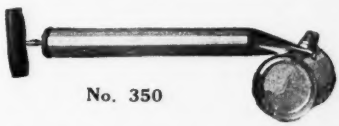
Every now and then, we see some reference in technical or trade journals to "Fly-Sprays". Occasionally we come across an editorial commenting on the growth of the "Fly-Spray" business. More often still we hear the man on the street talking about the extensive advertising the "Fly-Spray" people are doing. The industry is certainly not lacking in publicity, but is it the right kind? Several years ago when insecticide of the Pyrethrum type first came into prominence, they were featured as fly-killers: in fact so much space was devoted in advertising and printed matter to the efficacy of these preparations for killing flies that the public naturally came to think of them only in this connection. Very little, if anything, was said of the value of these products as destroyers of other types of insects.

As time went on, other companies manufacturing insecticides of this same general type, came into the field. In many instances they patterned their campaigns after those which had preceded them—always featuring the fly. A glance over the list of insecticide makers shows that many products have the word "fly" incorporated as a part of the trade-name. It is our opinion that every insecticide manufacturer wants to create a market for his preparation which will be active the year round. Can he successfully do this by incessantly hammering away at the idea that his product is a fly-killer? It is well known by those intimately connected with the industry that Pyrethrum insecticides will kill practically every type of crawling, hopping and flying insect, but does the public so understand it? We think not, and make bold to suggest that the responsibility lies with the manufacturer and the agency which prepares his advertising and descriptive printed matter.

How often do your salesmen refer to your product as a "fly-spray"? How often do you, the manufacturer, use this term in writing to your men on the road, or speaking to them about enlarging the list of jobbers who handle your product? It is a certainty that the repeated use of the words "fly-spray" tends to restrict the market for your goods by creating the impression that what you have to offer is intended only for killing flies. Much of the destructive work of insects is done in the sea-



"I spent time, money and effort to perfect my product," says a manufacturer of insecticides, "but a large measure of its success is due to the ACME Sprayer. With a sprayer that always works just right, the consumer uses my product oftener, hence gets better results and buys again and again. The ACME Sprayer makes it easy for them to use my product—makes satisfied customers."



No. 350

Is Your Product Worthy of a GOOD SPRAYER?

Our capacity, experience and equipment permit us to give you the right kind of sprayer at a favorable price. You can depend on prompt delivery, too. Our factory capacity has recently been doubled by a new addition. If our large line does not contain what you want, we will design a sprayer to your specifications. Every ACME Sprayer is guaranteed.

Write us your requirements
We will submit samples and prices

POTATO IMPLEMENT CO.
Dept. 34
Traverse City, Michigan

World's Largest exclusive manufacturers of hand operated sprayers and planters

TRADE MARK ACME REGISTERED

FLOOR WAX

LIQUID PASTE POWDER

UNDER YOUR OWN LABEL

We print the label

Send for Samples and Quotations

WINDSOR WAX COMPANY

Room 1, Pier 11, North River **New York, N. Y.**

Standardize on STANDARD

DEODORIZING BLOCK HOLDERS

Made in two sizes—No. 1, 5″ high by 2¾″ wide by 2″ deep and No. 2, 10″ high by 4″ wide by 2¾″ deep—and in four shades of japanned metal—black, blue, battleship grey and yellow.

Both sizes take perfumed crystals as well as blocks. STANDARD holders are strong, durable, neat and easily filled. Quantity production of a standardized article means lower cost to you. Now available in quantities from 100 up. The small holder is specially designed for home use, for show cases, and small lavatories.

Write us for further particulars, samples and prices.

STANDARD PUNCH & DIE WORKS

3 PARK ROW - - - NEW YORK

Where SOAP *Goes—*

SOAP is read by practically every manufacturer of

Textile Soaps	Hand Soaps	Shampoos
Toilet Soaps	Disinfectants	Tooth Soaps
Laundry Soaps	Household Insecticides	Shaving Soaps
Auto Soaps	Cleaning Compounds	Deodorants
Liquid Soaps	Polishes	Scouring Soaps

and allied products in North and South America

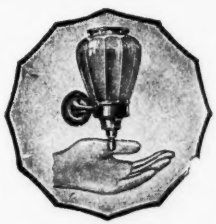
Say you saw it in SOAP!

son when flies are gone. You are aware of that. But what are you doing to capitalize it in the mind of the public—the people upon whom you rely for patronage the whole year round? When the insecticide manufacturer takes steps to educate the public to the daily necessity of the use of insecticides, then and then only, will you find the dealer giving your product regular displays in his show-windows, and not withdrawing the goods and storing it until fly-season comes around, or asking you to take it back until flies again put in their appearance.

Use of cinchona alkaloids in the mothproofing of woolen fabrics is covered by British Patent No. 263,092. Materials such as woolens, furs, and feathers, are mothproofed by a solution of cinchona alkaloid or salt thereof, such as quinidine, quinine, cinchonine, cinchonidine, and quinoidine, of which the first named is said to be most effective. Solutions of these salts in water, naptha, carbon tetrachloride, benzene, alcohol or other solvents are used. Preferably quinidine oleate, that is quinidine dissolved in twice its weight of oleic acid (red oil) is again dissolved in naptha to form a one per cent solution which may be applied to the fabric by immersion or spraying .

Halogenated naphthalenes as insecticides are covered by British Patents 261,055 and 261,241. The patents cover monochlornaphthalene and monobromnaphthalene mixed with a hydrocarbon oil of high flash point with or without the addition of an aromatic substance such as pine oil or anise oil. By moderately heating such a mixture with a solid body, such as kieselguhr, and moulding into tablets with or without a binding agent, or by burning a candle of combustible material impregnated with the material, with or without a binder such as an aromatic gum or an oxidizing agent such as potassium nitrate, the products are suitable as insecticides. The materials may also be used in water emulsions for addition to sheep dips or directly applying to sheet in an oil such as cottonseed oil. The emulsions may also be used to destroy weeds and as winter sprays or washes for fruit trees. Particularly effective against flies and their larvae, and other insects.

Masury Young Co., Boston, Mass., manufacturers of liquid soaps, disinfectants, and textile specialties, was recently elected a member of the Insecticide & Disinfectant Manufacturers Association. They will be represented by Walter R. Hills, treasurer.



CLIFTON
LIQUID SOAP BASE
Highly Concentrated
Sparkling Clear

Member
INSECTICIDE AND DISINFECTANT MANUFACTURERS ASSOCIATION I&D MA

Makes a soft smooth liquid soap when dissolved in water,—and at a price so low that it will surprise you.
There is a mighty fine profit in Liquid Soap if you use Clifton Base.

We also make dispensers

CLIFTON CHEMICAL COMPANY, Inc.
244 FRONT ST. Clifton Building NEW YORK CITY

PYRETHRUM

IF *your problem concerns pyrethrum in any form—our analytical and research laboratories are at your service.*

DEPENDABLE - GUARANTEED - SERVICE

by leaders in Pyrethrum Products
for almost half a century

Member
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McCORMICK & CO INC BALTIMORE MARYLAND

DIRECT IMPORTERS

Choice Italian Olive Oil Foots
Palm Oil, Lagos & Niger
Palm Kernel Oil
5% Spanish Olive Oil
Peanut Oil
Sesame Oil
Soya Bean Oil
88/92% Caustic Potash

DEALERS

P. S. Y. Cotton Oil
Winter Cotton Oil
Crude Corn Oil
Cocoanut Oil
Tallow
Animal Grease
Red Oil
Stearic Acid

Stocks carried in New York Warehouse

Welch, Holme & Clark Company
563 GREENWICH STREET -:- NEW YORK CITY

Let us show you the advantages in buying
Vegetable Oils and Chemicals
for shipment from Philadelphia

Since 1897 we have been *DIRECT IMPORTERS* of

Choice Green Italian Olive Oil Foots
Palm Oil, Genuine Lagos and Niger
Palm Kernel Oil
Degras (Woolfat)
Caustic Potash, Electrolytic, 90/92% Guaranteed
Carbonate of Potash, Calcined, All Tests
Yellow Pressed Olive Oil Guaranteed Pure
Cresylic Acid, 97/99%

Dealers in

Red Oil (Oleic Acid)
Saponified and distilled
Stearic Acid
Fatty Acids
Peanut Oil
Coconut Oil
Rapeseed Oil

GET OUR PRICES BEFORE BUYING
SPOT — FUTURE — CONTRACT

T. G. COOPER & CO.
47 and 49 North Second Street - - - - Philadelphia Pa.

Say you saw it in SOAP!

Market Report on

TALLOW, GREASES AND OILS

(As of April 8, 1927)

GENERAL inactivity throughout the vegetable oil and fats market has resulted in reductions all along the line. Buyers have shown little interest during the past three or four weeks and until they do what little trading is done will be done at present or lower figures. Tallow, coconut oil, palm oil, cottonseed oil—all are lower than they were a month ago and most of the oils of lesser importance in the soap trade are also off. The entire list is weak. Olive oil foots have shown no change, continuing firm. Commercial olive oil continues scarce and high. There is little disposition, on the part of sellers, to force things through offering material at considerably reduced prices, most of the trade preferring to let the situation work itself out and await the consumption of whatever goods happen to be in consumers' hands. Here and there a weak holder unloads all or a portion of his material below general market levels, but so far these occurrences have been comparatively few and far between.

Cottonseed Oil

The past month has seen little activity in cottonseed oil and this week has been so dull as to eliminate sales in some forward positions. Buyers are not showing any interest in the situation and prices have accordingly slumped off badly. Crude oil is selling at 7½c and is week thereat. P. S. Y. sold at 9⅛c, for May delivery, with forward deliveries ranging up to 9½c.

Tallow

As in related products tallow has been having a dull month. Offerings are plentiful but buyers are not showing any disposition toward entering the market. This condition is not characteristic of the New York market but extends as well to other centers of the country. Last sales were at 7½c and sellers are naming this figure generally at this time.

Coconut Oil

Another dull month has further weakened the coconut oil market and fractional reductions on spot tank car goods have been made. From 8¼c to 8⅜c is generally named on spot for bulk material, with barrels ranging upward from 9½c. On the Coast, prices are weak, but are no lower than they were a month ago. Holders are asking 8c for both spot and futures in bulk. Sales of tank cars at 7⅞c, on the Coast have been reported.

Palm Oil

Lack of business finally forced all palm oil prices to lower levels. Spot Lagos is selling at 8¼c, with futures inside at 7½c. Niger, for future delivery, is offered at 7c, spot goods being ¼c higher. While buyers are quite inactive spot stocks of Lagos oil are not large and any materially increased demand will probably find prices at somewhat higher levels. Niger stocks are reported fully up to normal.

Palm Kernel

This item is even more out of the running than before. Prices have not changed, standing at 9c for casks, either spot or shipment, while most related and competitive products have been reduced.

Olive Oil Foots

Although interest has fallen off in this market producers are holding for high prices and the spot situation is therefore firm at unchanged levels. Spot oil is selling at 9½c. April goods are named at 9¼c and futures are offered at 9⅛c. There are bids in the market, for forward material, at 9c, but are reported uncovered. Shippers are generally holding for between 9¼c and 9⅜c.

Soya Bean Oil

Increasing prices, which were apparent this time last month, continued until sales were made at as high as 10c, but the general dullness of the oil market caused reductions to 9¾c early this month. These prices cover tank cars for prompt shipment, barrels being from 2½c to 3c higher.

Fontana Bros., Inc., New York vegetable oil importers and exporters, filed a voluntary bankruptcy petition late last month. The firm was established in 1897 and had specialized in exporting foodstuffs and importing olive oil foots. Weed, Stickles & Candler, 80 William St., New York, are acting for the company.

FREY & HORGAN

25 BEAVER STREET - - - - - - - - - NEW YORK
Telephones - Hanover 5527-28-29 Cable Address "Freyhorgan"

Vegetable Oils - Tallow - Greases

Coconut Oil *Olive Oil* *Oleo Stearine*
Palm Kernel Oil *Olive Oil Foots* *Oleo Oil*

Buy your private label soaps of every description from a thoroughly reliable house. Any of these products will serve you satisfactorily.

Liquid Soap Base

Liquid Soap

Toilet Soap

Potash Soaps
Hard and Soft

Bar Soaps **Soda Soaps**

Scrubbing Compounds
Any Odor

Supplied to Jobbers or for Sale under your own brand

PECKS PRODUCTS CO.
ST. LOUIS, U. S. A.

DIRECT IMPORTERS OF QUALITY

OLIVE OIL FOOTS

Also Headquarters for

Red Oil (Oleic Acid)
Distilled and Saponified

Stearic Acid

76% Caustic Soda

58% Soda Ash

E. M. Sergeant Company
501 Fifth Avenue - New York

Buy VEGETABLE OILS and FATTY ACIDS

direct from the Manufacturer

Corn, Coconut, Cottonseed, Palm Kernel and Peanut Oils
ALSO THEIR FATTY ACIDS

Sold in Barrels and Drums *Write for samples and prices*

C. F. SIMONIN'S SONS, INC.
Manufacturers and Refiners Since 1876
TIOGA & BELGRADE STREETS — PHILADELPHIA

Say you saw it in SOAP!

H. Mart Smith, newly elected president of the Oil Trades Association of New York, has been active in the vegetable oil industry since 1899, when he started working with the American Cotton Oil Co. After several years in Atlanta, Ga., as a vegetable oil broker, Mr. Smith went to Cincinnati to become vice-president and sales manager of the Cincinnati Oil Works Co. Since 1917 he has been manager of the W. R. Grace & Co. oil department. Being head of an association of vegetable oil men is not a new experience for Mr. Smith since he was the first president of the Vegetable Oil Association of New York, later merged with the Bureau of Raw Materials for the Fats and Oil Industries, and has been head of the Oriental Oils Association since it was organized.

Roesling, Monroe & Co. is a new concern in the vegetable oil brokerage field. Offices have been opened in New York, Chicago and San Francisco in charge of Warren E. Monroe, Carl H. Smith and Ralph J. Roesling respectively. Mr. Monroe was formerly vice-president of the Brown-Edwards Co., Mr. Smith was associated with John W. Hall and Mr. Roesling has been a broker in oils, copra and similar materials for several years.

Pine Oil Disinfectants

(From Page 53)

and Spirillum cholera vibrio. Manufacturers will therefore be justified in recommending the use of Hygienic Laboratory pine-oil disinfectant in combating the above mentioned micro-organisms. It is suggested that the product be used at a strength that will correspond to 5% carbolic acid, against B. Typhosus. This will mean that if the product shows a coefficient of 1 by the Rideal-Walker method it should be used 1 to 20, if it shows a coefficient of 2 it should be used 1 to 40, if it shows a coefficient of 3 it should be used 1 to 60, etc. Pine-oil disinfectants will not kill a fresh resistant strain of M. aureus in any dilution capable of emulsification. They should not therefore be recommended for disinfecting wounds, sores, cuts, boils, the throat or the nose or any other place about the person where a disinfectant would be supposed to kill the pyogenic bacterium, M. aureus".—Harry W. Cole, Secretary, Insecticide & Disinfectant Manufacturers Association.

Rayner & Stonington, New York vegetable oil importers, will move to 79 Wall St. about May 1.

TWITCHELL

Liquid Kontakt
for
High Grade
Fats

Kontakt D. P.
for
Low Grade
Fats

THE TWITCHELL PROCESS COMPANY
CINCINNATI OHIO

PROCESS

DARCO

MUCH LESS DARCO NEEDED

A great saving can be produced by using DARCO for all decolorizing, purifying and deodorizing work and you can be assured of the most satisfactory results.

DARCO is successfully used on Oils, Fats, Waxes, Glycerine, Sugars, Syrups, Solvents, Chemicals, etc.

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East Indian Sandalwood Oil

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Say you saw it in SOAP!

Market Report on

ESSENTIAL OILS AND AROMATICS

(As of April 8, 1927)

Movements in the essential oil market were mixed during the month. Stronger undertones developed in geranium, lavender, cassia, anise, eucalyptus, vetivert, and others. Citronella oils showed a firmer disposition. Easier positions were noted particularly in peppermint, caraway, cedar leaf, and petit grain. Bergamot was firm and apparently well supported. The market generally was steady with business of a more or less routine character. No unusual changes were noted.

Oil Anise

The trouble in China is reported to have brought some purchases by consumers with a view to a later stringency of stocks. The market here presents a firm appearance, but no material revision of prices has been noted. Technical oil is held at 58c, with U.S.P. at 60c lb.

Oil Bergamot

The market is steady without change one way or other. Prices are maintained at $6.15 lb. up for standard brands. Demand has been more or less routine, but of sufficient volume to support the spot price. The market here apparently reflects the underlying firmness with which producers are supporting their market abroad.

Oil Cassia

The same is true of cassia as of anise. Chinese troubles may affect supplies later on. As yet, available stocks appear ample for needs, although the spot market is strong and the price stands slightly higher this month than it did last, perhaps 5c lb. On spot, technical oil is held at $1.70 lb. with redistilled at $2.00.

Oil Citronella

Stocks of spot oil appear to be held more firmly as shipments decrease and some headway is made into accumulations by seasonal demand. At any rate, the market appears firmer at 34c to 35c lb. for spot Ceylon in drums. Java citronella remains dull and unchanged at 50c to 57c lb. as to seller and quantity.

Oil Caraway

Weakness has developed in caraway and the spot price closed the period lower at $1.65 to $1.70 lb. with demand small.

Oil Cedarleaf

There has been a tendency to cut some of the high prices for spot cedarleaf. It is quoted at $1.25, but reports of sales at $1.15 and $1.05 have been heard. Of course, there is any quality in cedarleaf at any price the buyer wants to pay. Cedarwood has been quiet during the month, closing down slightly at 33c to 35c lb.

Oil Geranium

Higher shipment prices have not affected spot quotations, but they have tended to strengthen the spot market. Demand for spot oil is fair, but is being taken care of at unchanged prices. The move of prices abroad is believed to be the forerunner of a higher market here in the trade. Spot Bourbon or African oil still held $2.75 to $3.00 lb.

Oil Lavender

Lavender is also higher for shipment, but unchanged on spot. Stocks here are reported ample to take care of demand for some time. Market position here reflects greater firmness, however. Spot prices from $3.50 to $4.75 lb. as to quality and seller.

Oil Peppermint

A gradual easing of the market has been noted during the month. Sellers in the Middle West show an inclination to take less, apparently anxious to move their oil with new goods only four months away. Spot naturial now held at $3.85 to $4.00 lb.; redistilled at $4.00 to $4.25 lb.

Oil Vetivert

Higher shipment figures have been reflected in a firmer market here although there has been no appreciable move in the price. Quoted as to quality and seller at $12.00 to $15.00 lb.

Oil Rosemary

Market has remained very quiet during the period. Demand has been routine and prices unchanged at 33c all the way to 40c lb. for technical oil as to quality and seller. U.S.P. from 48c to 55c lb.

E. Lelong, agent for Sopros and Payan & Bertrand in the United States, has appointed Joseph O. DeLorme as Chicago and Mid Western representative. Mr. Lelong, whose offices are in New York, and Mr. De Lorme have both been identified with the perfuming materials trade for many years.

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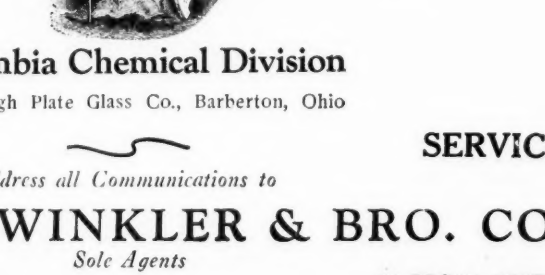

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Say you saw it in SOAP!

Market Report on

SOAP AND DISINFECTANT CHEMICALS

(As of April 8, 1927)

There has been a generally active market in chemical raw materials during the month past. Demand from large consuming industries has held at high levels, a combination of contract shipments and spot business. No definite change in the general price trend has been noted. Underlying strength is quite apparent due, no doubt, to the broad demand which most suppliers are finding for their goods. As was expected, prices for imported caustic potash were advanced three-eighths of a cent per pound at the beginning of the month. Glycerin showed a stronger tendency during the period after its sinking spell.

Alkalies

Shipments of both caustic soda and soda ash were large during March and remained at the high point for early April. Heavy production by manufacturers seems to be absorbed by broad industrial activity without any apparent effect on the market. Shipments of by-product caustic thus far this year have not disturbed the market. Alkali exports continue in comparatively large volume, reported taking about ten per cent of all domestic output. Contract basis for 76 caustic is $3.00; for ash $1.38 in bags works.

Glycerin

Early April saw a strengthening of the glycerin market as the result of better demand. American stocks are reported heavy, but all communications from Europe indicate that stocks there are well under normal, that is, glycerin stocks are more or less concentrated in America as the result of record shipments during 1926. Bids slightly under quoted figures for dynamite during the month, were rejected by refiners. Better demand over the next month or two will bring higher prices, appears to be trade opinion. Dynamite commanded 24c at the close with C.P. at 26c. Soap lye sold at 16½c and saponification was dull at 18¼c.

Rosins

Favorable weather during the month past brought out good receipts at rosin centers in the South. The better basic conditions were not without effect on prices, as losses during the month ran from a dollar per barrel for low grades up to two dollars for WG and WW. The indications from the manner in which the market is acting, are that there will be more rosin produced this year than last and that factors in the South are laying their lines accordingly. Prices spot New York at the close were B, $9.50; F, $11.00; H, $11.30; K, $11.40; N, $12.15; WG, $13.40; WW, $16.25 bbl. of 280 lbs. Wood rosin was down 50c at the close under a month ago, at $8.50 bbl. works.

Caustic Potash

The advance of ⅜c per pound in imported caustic potash was put into effect by American representatives of foreign producers on April 1st. This brings the base price to 7½c lb. which now represents the market here. The advance which figures about 5% just about covers the increase in cost of raw potash salts made last Dec. 1. The caustic price in Europe has been up since Dec. 1 also. Demand for caustic potash here has remained active and it is believed that the higher price will have little effect.

Coal Tar Products

Demand for cresylic acid has been active. Prices show little change from last month ago, but are firmly held at quoted levels, 58c to 63c gal. for dark and 60c to 65c gal. for pale on spot. Demand for creosote oil continues heavy and producers are moving stocks without difficulty. Prices are unchanged at 15c to 17c gal. as to grade. Tar acid oils are firm with prices strongly maintained by sellers at 26c to 30c gal. as to test. Cresol, U.S.P. shows no change. Stocks are small and the base price remains at 17½c lb. Napthalene shipments have been made in large volume during the month with prices with flake quoted at 5c to 5½c lb. Demand for paradichlorbenzene has remained active and producers are moving a large volume of material at 19c to 20c lb.

Glycerin imports are on the downgrade now, with January figures showing reductions from December in both crude and refined goods. Crude imports reached 1,078,129 pounds, valued at $169,814 and receipts of refined goods totaled 920,877 pounds, valued at $22,350. France supplied almost half of the crude glycerin and Germany three-quarters of the refined.

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CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums	lb.	.13	.14
Acid, Boric, bbls.	lb.	.09	.10
Cresylic, 95%, dk., drums	gal.	.58	.63
97-99%, pale, drums	gal.	.60	.66
Formic, 85%, tech.	lb.	.11	.12
Oxalic, bbls.	lb.	.12	.13
Salicylic, tech.	lb.	.28	.30
Sulfurous, 6% cbys.	lb.	.06	.07
Adeps Lanae, hydrous, bbls.	lb.	.16	.20
Anhydrous, bbls.	lb.	.19	.22
Alcohol, Ethyl, U. S. P., bbls.	gal.	3.90	4.00
Complete Denat., No. 5, drums ext.	gal.	.35	.40
Ammonia Water, 26 deg., drums wks.	lb.	.03	.04
18 deg., drums wks.	lb.	.02½	.03
Ammonium Carbonate, tech., bbls.	lb.	.10½	.13
Bay Rum, Porto Rico, denat., bbls.	gal.	.85	.95
St. Thomas, bbls.	gal.	.85	.90
Benzaldehyde, U. S. P.	lb.	1.20	1.40
Technical	lb.	.68	.72
Bleaching Powder, drums	100 lb.	2.40	3.00
Borax, pd., cryst., bbls., kgs.	lb.	.04½	.05
Carbon Bisulphide, drums	lb.	.06	.07
Carbon Tetrachloride	lb.	.07	.08
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	20.00	40.00
Cresol, U. S. P., carbys.	lb.	.18	.20
Creosote, U. S. P., carbys.	lb.	.42	.45
Creosote Oil, drums	gal.	.14	.17
Formaldehyde, bbls.	lb.	.11½	.12
Fullers Earth, bags	ton	25.00	35.00
Glycerin, C. P., drums	lb.	.26	.27
Dynamite, drums	lb.	.24	.25
Saponification, tanks	lb.	.18½	.19
Soap, Lye, tanks	lb.	.16½	.17
Hexalin, drums	gal.	4.75	5.00
Iodine, resubl., jars	lb.	4.65	4.90
Iodoform, bottles	lb.	6.00	6.50
Kieselguhr, bags	ton	65.00	75.00
Lanolin, see Adeps Lanae.			
Lead Acetate (Sugar Lead), white	lb.	.15	.16
Lime, live, bbls.	100 lb.	1.10	1.20
Menthol cases	lb.	4.50	4.75
Synthetic	lb.	4.00	4.25
Mercury Bichloride kegs	lb.	1.20	1.30
Naphthalene, ref. flakes, bbls.	lb.	.05	.06
Nitrobenzene (Myrbane), drums	lb.	.09	.12
Paraffin, cases, slabs	lb.	.06½	.07
Paradichlorobenzene, bbls.	lb.	.18	.20
Paraformaldehyde, cases	lb.	.50	.60
Petrolatum, bbls. (as to color)	lb.	.03	.13
Phenol (Carbolic Acid), drums	lb.	.18	.22
Pine Oil, bbls.	gal.	.69	.72
Potash, Caustic, drums	lb.	.07½	.08
Potassium Bichromate, casks	lb.	.09	.09½
Pumice Stone, powd.	100 lb.	3.00	3.50
Rosins (600 lb. bbls. gross for net)—			
Grade B to H, basis 280 lb. bbl.		9.50	11.30
Grade K to N	bbl.	11.40	12.15
Grade WG and WW	bbl.	13.40	16.25
Wood, works	bbl.	—	8.50
Rotten Stone, powd., bbls.	lb.	.02½	.05
Silica, Ref., floated	ton	20.00	30.00
Soda Ash, Contract, wks., bags	100 lb.	1.38	1.50
Five bbls. up, local	100 lb.	2.29	2.50
Soda Caustic, Contract, wks, sld.	100 lb.	3.00	3.20
Five drums up, solid, local	100 lb.	3.76	3.90
Five drums up, grnd. flk.	100 lb.	4.41	4.65
Soda Sal, bbls.	100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls.	100 lb.	3.00	3.75
Sodium Chloride (Salt)	ton	13.00	20.00
Sodium Fluoride, bbls.	lb.	.10	.11
Sodium Hyd o-sulphite bbls.	lb.	.24	.28
Sodium Phosphate, bbls. (Trisodium phosphate)	lb.	.04½	.05
Sodium Silicate, 40 deg., drums	100 lb.	.80	1.25
Drums, 60 deg., wks.	100 lb.	1.70	2.00
In tanks, 10c less per hundred works.			
Tar Acid Oils, 15-25%	gal.	.26	.30
Zinc Stearate, bbls.	lb.	.21	.23

Oils—Fats—Greases

Castor, No. 1, bbls.	lb.	.14¾	.15
No. 3, bbls.	lb.	.13¾	.14
Blown, bbls.	lb.	—	.17¾
Coconut, bbls., N. Y.	lb.	—	.09½
Tanks, Coast	lb.	—	.08
Cod, Newfoundland, bbls.	gal.	.63	.65
Tanks, N. Y.	gal.	.61	.63
Copra, bags, N. Y.	lb.	—	.05⅞
Corn, ref., bbls., N. Y.	lb.	—	.11
Crude, tanks, mills	lb.	.07⅞	.08
Bbls., N. Y.	lb.	—	.09¾
Cottonseed, crude, tanks, mill	lb.	—	.07½
PSY., bbls., N. Y.	lb.	.09⅛	.09½
Degras, Amer., bbls., N. Y.	lb.	.04¾	.05
English, light, bbls., N. Y.	lb.	.05½	.06
Brown, bbls., N. Y.	lb.	.05	.05½
Light brown, bbls., N. Y.	lb.	.04½	.04¾
Dark, bbls., N. Y.	lb.	.04	.04¼
Neutral, bbls., N. Y.	lb.	.08½	.09
Greases, choice white, bbls., N. Y.	lb.	.07½	.10
Yellow	lb.	—	.06¾
Brown	lb.	—	.06¼
House	lb.	—	.0 ¾
Bone Naptha	lb.	—	.06¾
Lard, prime steam, tierces	lb.	—	.13
Compound, tierces	lb.	—	.11
Lard Oil, edible prime	lb.	—	.15¼
Off prime, bbls.	lb.	—	.13½
Extra, bbls.	lb.	—	.12½
Extra, No. 1, bbls.	lb.	—	.11¼
No. 2, bbls.	lb.	—	.10½
Linseed, raw, bbls., spot	lb.	.10⅜	.10⅝
Tanks, raw	lb.	—	.09½
Boiled, 5 bbl. lots	lb.	—	.11¼
Menhaden, Crude, tanks, Balt.	gal.	—	.47½
Light pressed, bbls.	gal.	.60	.62
Yellow, bleached, bbls.	gal.	.63	.65
Extra bleached, bbls.	gal.	.65	.67
Oleo Oil, No. 1, bbls., N. Y.	lb.	—	.11⅛
No. 2, bbls., N. Y.	lb.	—	.11
No. 3, bbls., N. Y.	lb.	—	.10
Olive, denatured, bbls., N. Y.	gal.	1.65	1.75
Edible, bbls., N. Y.	gal.	2.00	2.30
Foots, bbls., N. Y.	lb.	—	.09½
Shipments	lb.	.09	.09⅜
Palm, Lagos, casks, spot	lb.	.08¼	.08⅝
Shipments	lb.	—	.07½
Niger, casks, spot	lb.	.07¼	.08
Shipments	lb.	—	.07½
Palm Kernel, casks shipment	lb.	—	.09
Peanut, refined, bbls., N. Y.	lb.	.14½	.16
Crude, bbls., N. Y.	lb.	—	.11
Red Oil, distilled, bbls.	lb.	—	.09½
Saponified, bbls.	lb.	.09¾	.10
Tanks	lb.	—	.09
Soya Bean, crude, tks., Pacific Coast—	lb.	—	.09⅞
Crude, tanks, N. Y.	lb.	—	.11½
Crude, bbls., N. Y.	lb.	—	.12
Refined, bbls., N. Y.	lb.	—	.14
Stearic Acid, s. p. 200 lb. bags	lb.	—	.11½
Double Pressed	lb.	.11½	.12
Triple pressed, bgs.	lb.	.13½	.14
Stearine oleo, bbls.	lb.	—	.10⅞
Tallow, edible tierces	lb.	—	.08½
City, extra loose	lb.	—	.07½
Tallow oils, acidless, tanks, N. Y.	lb.	—	.10⅜
Bbls., c. l., N. Y.	lb.	—	.11⅛
Whale, nat. winter, bbls., N. Y.	gal.	—	.78
Blchd., winter, bbls., N. Y.	gal.	—	.80
Extra blchd., bbls., N. Y.	gal.	—	.82

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Essential Oils

Almond, Bitter, U. S. P.	lb.	2.90	3.50
Bitter, F. F. P. A.	lb.	3.00	3.75
Sweet, cans	lb.	.90	1.00
Apricot, Kernel, cans	lb.	.62	.65
Anise, Tech., cans	lb.	.58	.60
U. S. P., cans	lb.	.60	.65
Bay, tins	lb.	1.90	2.00
Bergamot, coppers	lb.	6.25	7.00
Artificial, cans	lb.	2.50	3.50
Birch Tar, rect., bot.	lb.	.55	.60
Crude, tins	lb.	.18	.20
Boise de Rose, tins	lb.	2.10	2.50
Cade, cans	lb.	.27	.29
Cajuput, native, tins	lb.	.75	.80
Calamus, bot.	lb.	3.75	4.00
Camphor, Sassy, drums	lb.	—	.14½
White, drums	lb.	.11½	.12
Cananga, native, tins	lb.	—	4.50
Rectified, tins	lb.	—	5.00
Caraway Seed	lb.	1.65	1.75
Cassia, 80-85%	lb.	1.70	1.80
Redistilled, U. S. P., cans	lb.	2.00	2.15
Cedar Leaf, tins	lb.	1.20	1.25
Cedar Wood, light, drums	lb.	.33	.35
Citronella, Ceylon, drums	lb.	.35	.40
Java, drums	lb.	.50	.55
Cloves, U. S. P., cans	lb.	1.40	1.50
Copaiba	lb.	1.10	1.15
Eucalyptus, Austl., U. S. P., cans	lb.	.55	.56
Fennel, U. S. P., tins	lb.	.80	.90
Geranium, African, cans	lb.	2.75	3.00
Bourbon, tins	lb.	2.75	3.00
Hemlock, tins	lb.	.90	1.00
Lavender, U. S. P., tins	lb.	3.50	4.50
Spike, Spanish, cans	lb.	1.00	1.30
Lemon, Ital., U. S. P.	lb.	2.70	3.00
Lemongrass, native, cans	lb.	1.00	1.10
Linaloe, Mex., cases	lb.	2.25	2.40
Neroli, Bigarde, ½ & 1 lb. bot.	lb.	75.00	100.00
Petale, 1 lb. bot.	lb.	100.00	125.00
Artificial, 1 lb. bot.		10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.65	1.70
Orange, bitter, tins	lb.	2.70	2.90
Sweet, W. Ind., tins	lb.	2.50	2.60
Italian, cop.	lb.	2.75	3.00
Distilled	lb.	1.70	1.80
Origanum, cans tech.	lb.	.25	.28
Patchouli	lb.	7.00	7.50
Pennyroyal, dom.	lb.	1.90	2.00
Imported	lb.	1.60	1.70
Peppermint, nat. cases	lb.	3.85	4.00
Redis., U. S. P., cases	lb.	4.00	4.25
Petit Grain, S. A., tins	lb.	1.65	1.70
Pinus Sylvestris	lb.	.85	1.25
Pumilio, U. S. P.	lb.	2.25	2.50
Rose, French	oz.	9.00	9.50
Bulgarian	oz.	9.50	11.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.48	.55
Tech., lb. tins	lb.	.34	.40
Sandalwood, E. Ind., U. S. P.	lb.	7.10	7.25
W. Indian (Amayris)	lb.	1.80	2.00
Sassafras, U. S. P.	lb.	.80	1.00
Artificial	lb.	.27	.28
Spearmint, U. S. P.	lb.	4.00	4.25
Spruce	lb.	.90	1.00
Thyme, red, U. S. P.	lb.	.75	.80
White, U. S. P.	lb.	.95	1.00
Tech.	lb.	.65	.70
Vetivert, Bourbon	lb.	12.00	15.00
Java	lb.	20.00	22.00
Ylang Ylang, Bourbon	lb.	6.00	8.00

Aromatic Chemicals

ISOLATES

Anethol	lb.	1.00	1.25
Citral	lb.	2.75	3.00
Citronellal		2.50	3.00
Eucalyptol, U. S. P.	lb.	.90	.95
Eugenol, U. S. P.		2.75	3.00
Geraniol, Domestic	lb.	2.25	3.50
Imported	lb.	2.50	3.75
Iso-Eugenol	lb.	3.75	3.90
Linalool	lb.	4.50	6.50
Rhodinol	lb.	16.00	20.00
Safrol	lb.	.29	.31
Thymol, U. S. P.	lb.	2.90	3.00

SYNTHETICS

Acetophenone, C. P.	lb.	3.50	3.75
Benzaldehyde, tech.	lb.	.70	.75
Benzyl Acetate	lb.	1.35	1.50
Alcohol	lb.	1.45	1.50
Benzoate	lb.	1.10	1.25
Citronellol	lb.	5.00	8.00
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	3.60	3.75
Diphenyl oxide	lb.	1.00	1.25
Geranyl Acetate	lb.	4.50	5.00
Heliotropin, dom.	lb.	1.75	2.00
Hydroxycitronellal	lb.	10.00	11.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	6.00	9.00
Linalyl Acetate	lb.	3.50	7.50
Menthol	lb.	4.00	4.25
Methyl Acetophenone	lb.	3.75	4.25
Anthranilate	lb.	2.50	3.25
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.47	.50
Mirbane, rect.	lb.	.11	.15
Musk Ambrette	lb.	7.00	8.00
Ketone	lb.	7.00	10.00
Xylene	lb.	2.75	3.25
Phenylacetaldehyde	lb.	5.00	8.00
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	3.25
Phenylethyl Alcohol, 1 lb. bot.	lb.	5.00	6.50
Terpinyl Acetate, 25 lb. cans	lb.	1.10	1.40
Terpeneol, CP, 1,000 lb. drs.	lb.	.35	.38
Cans	lb.	.37	.40
Vanillin, U. S. P.	lb.	7.00	7.50
Yara Yara	lb.	1.50	2.50

Miscellaneous

Insect Powder, bbls.	lb.	.25	.30
Concentrated Extract	gal.	2.00	2.10
Gums—			
Arabic, Amb. Sts.	lb.	.11	.13
White, powdered	lb.	.18	.19
Karaya	lb.	.10	.15
Tragacanth, Aleppo, No. 1	lb.	1.55	1.65
Sorts	lb.	.50	.60
Turkish, No. 1	lb.	1.20	1.30
Waxes—			
Bayberry, bgs.	lb.	.27	.28
Bees, white	lb.	.55	.60
African, bgs.	lb.	.39	.40
Refined, yel.	lb.	.45	.46
Candelilla, bgs.	lb.	.35	.37
Carnauba, No. 1	lb.	—	.75
No. 2, Yel.	lb.	.48	.50
No. 3, Chalky	lb.	.33	.35
Japan, cases	lb.	.19	.20
Paraffin, ref. 125-130	lb.	.06½	.07
Pine Oil, stm. dist.	gal.	.69	.72
Tar Oil, bbls. dist.	gal.	.50	.55
Commercial grade	gal.	.32	.40

NIAGARA ALKALI CO. EBG

Quality first - - then good service

CAUSTIC POTASH
(Flaked, solid or liquid)

CAUSTIC SODA
(Flaked, solid or liquid)

PARADICHLOROBENZENE

Associated with Electro Bleaching Gas Company
Pioneer Manufacturer of Liquid Chlorine

NIAGARA ALKALI COMPANY
9 EAST 41ST ST NEW YORK CITY
PLANT: *Niagara Falls, N.Y.*

Joseph Turner & Co.
Sales Agents for Caustic Soda and Bleach
19 Cedar St.
New York

A new automatic Cutting Machine
for TOILET SOAPS

This new machine, long needed in the soap industry, automatically cuts soap into bars as it comes from the plodder, then into cakes and then pushes the cakes on to a rack or traveling belt to be taken to the press. Its speed is governed by the plodder's output.

The machine is simple in design and is easily adjusted to handle various size bars. It will cut any size cake from 1 ounce to 6 ounces. Houchin-Aiken quality, built into this equipment, means that it will *last.*

It will pay you to install this new machine, through the saving of the wages of at least one operator and through the increased capacity which it will give your milling plant.

You will be interested in having complete information about this absolutely new automatic cutter. Write to us.

HOUCHIN-AIKEN COMPANY - HAWTHORNE, N. J.
Makers of All Kinds and Types of

SOAP MACHINERY

Say you saw it in SOAP!

Trade Marks Granted

(*From Page 65*)

rial No. 236,672. Published December 21, 1926.

224,996—Deodorizers, antiseptics, disinfectants, and sterilizers. Clarence C. Allebach, doing business as Distafect Laboratories, Worcester, Pa. Filed November 9, 1926. Serial No. 239,839. Published December 21, 1926.

225,057—Soap. The Procter & Gamble Company, Cincinnati, Ohio. Filed September 29, 1926. Serial No. 237,921. Published December 21, 1926.

225,075—Insecticides. Harold O. Huntington, Hillsboro, Oreg. Filed October 27, 1926. Serial No. 239,306. Published December 14, 1926.

225,084 — Dry-cleaning soap. Beltine Chemical & Mfg. Co., Chicago, Ill. Filed October 25, 1926. Serial No. 239,161. Published December 21, 1926.

225,086—Soap. The Palmolive Company, Chicago, Ill. Filed October 23, 1926. Serial No. 239,135. Published December 14, 1926.

225,099—Soaps. Carlos J. Diaz, New York, N. Y. Filed October 19, 1926. Serial No. 238,843. Published December 14, 1926.

225,132—Disinfectants, deodorants, and insecticides. Wylie R. Powell, doing business as Fenole Chemical Company, Jacksonville, Fla. Filed November 16, 1926. Serial No. 240,152. Published January 4, 1927.

225,271—Liquid dentifrice. Joseph G. Hindy, doing business as Hindy Laboratories, New York, N. Y. Filed March 31, 1926. Serial No. 229,442. Published June 1, 1926.

225,295—Shampoo. Margaret U. Osborn, Houston, Tex. Filed October 25, 1926. Serial No. 239,194. Published January 4, 1927.

225,313—Soap and shaving creams. The Medifoam Company, Cleveland, Ohio. Filed April 26, 1926. Serial No. 230,754. Published January 4, 1927.

225,336—Soap. Vincent de Messimy, Chicago, Ill. Filed October 2, 1926. Serial No. 238,052. Published December 28, 1926.

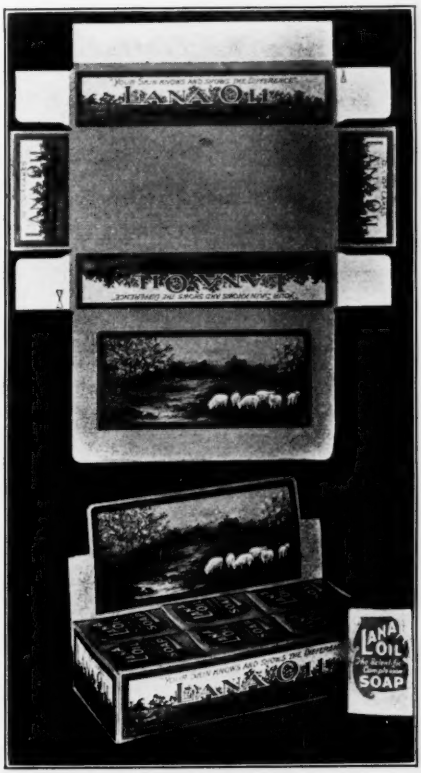
225,369—Chemical cleaner for lavatory, sink, or other drains. The Scale Solvent & Products Co., Kansas City, Mo. Filed October 11, 1926. Serial No. 238,461. Published January 4, 1927.

225,427—Insecticides, fungicides, rodenticides, economic poisons, and disinfectants. The Bayer Company, Inc., New York, N. Y. Filed November 5, 1926. Serial No. 239,695. Published December 28, 1926.

"BRIGHTWOOD"
THREE—PROCESS BOXES

1. Printed or Lithographed
2. Cut and Creased
3. Machine Formed

are selling goods!



They are simpler and stronger than other counter displays—therefore they are *more efficient.* They require less material and labor—therefore they are *more economical.* There is no string to this proposition. *Any* first class carton maker can supply the flat blanks. We sell the machine—*outright*—which automatically feeds and sets up the packages where and when wanted. Many of these machines have been in successful operation for 25 years.

Send for operating and maintenance costs.

NATIONAL PACKAGING MACHINERY CO.
192 Green Street, Jamaica Plain
Boston, Mass.

ITALIAN PUMICE STONE

is the best abrasive for
Soaps, Scouring Powders
and Mechanics' Soaps

WE GUARANTEE A CLEAN PRODUCT, FREE FROM ANY BLACK SPECKS, EVENLY BOLTED AND 99% PUMICE

Let us quote you on your requirements

NATIONAL PUMICE STONE CO., INC.

290 Pearl Street **New York**

"The ONLY concern in the U. S. specializing ONLY in Pumice Stone"

Well Known Toilet Soap Companies Combine

The BEAVER SOAP COMPANY of Dayton, Ohio, founded in 1878, and the REMMERS-GRAHAM COMPANY, whose identity dates from 1865, have merged to form a new corporation functioning as the

BEAVER-REMMERS-GRAHAM COMPANY - - - Dayton, Ohio

Leading toilet soap brands will be continued. Trade connections, list prices and discounts remain unchanged. All business will be handled as formerly. Greatly improved manufacturing facilities and more intensive sales of this combination.

PRIVATE BRANDS

The new corporation is organized in every phase of private brand soap-making and offers the benefit of long and successful experience in this line of endeavor. No problem too hard.

Makers of

GRANDPA'S WONDER PINE TAR SOAP

—known since '78 as the world's best Tar. Extensively advertised.

LANA OIL
the Scientific Complexion Soap

—a fine white toilet soap made from LANA OIL, refined from antiseptic, penetrating Lanolin.

BEAVER-REMMERS-GRAHAM COMPANY

Main Office—Dayton, O. **Plants—Dayton and Cincinnati, O.**

Say you saw it in SOAP!

SHIPPING CONTAINERS

Except for use by street corner orators, the wooden soap box has taken its place in history along with whiskers, horse cars, and long dresses. Fibre and corrugated boxes for shipping soap, as well as innumerable other products, have supplanted the old wooden box.

In the May issue of SOAP, fibre and corrugated boxes, their construction, characteristics, cost, handling and sealing, etc. will be discussed. A rough estimate places the annual consumption of these cases by the soap, disinfectant, insecticide, polish, and allied groups of manufacturers in excess of a hundred million. What portion of this do you use? Read this discussion in the next issue of SOAP.—The Editors.

Procter & Gamble Co. has applied to the Interstate Commerce Commission for reasonable rates on palm kernel oil from Jersey City, coconut oil from Philadelphia, and fish oil from Boston, Bayway, N. J., and Baltimore, all to Port Ivory, S. I. A reparation of $2,236 is claimed.

Classified Advertising

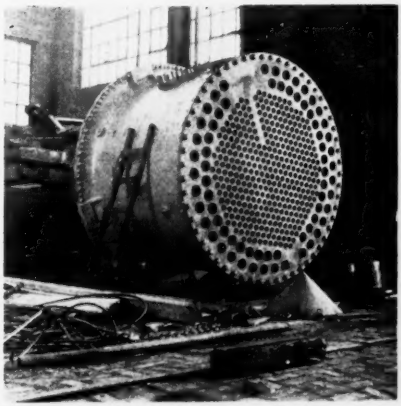
(*From Page 91*)

plant in splendid condition. Steam and electricity. Sidings. For producing textile and laundry soaps. Can be purchased at a very attractive price. For further information communicate with Box No. 197, care of SOAP.

Toilet Soap Maker and perfumer wanted by prominent manufacturer in New York City, to take charge of milling and finishing department, one familiar with modern methods, automatic pressing, wrapping, etc., preferred. Answer, in confidence, stating age, experience, salary expected, etc. Box No. 201, Care SOAP.

First Class Soapmaker and Chemist with highest recommendations is open for engagement as superintendent, soapmaker or technical expert. Knows how to make all kinds of laundry and toilet soaps, toilet preparations, potash and textile soaps, etc. Can take charge of glycerin plant or oil refining plant. Address Box 199 care of SOAP.

Soapmaker and Chemist wants short time positions for the purpose of straightening out factory problems, systematizing plants and creating dividend producing conditions. Highest references. Address Box 200 care of SOAP.



Garrigue Calandria containing 1500 square feet heating surface.

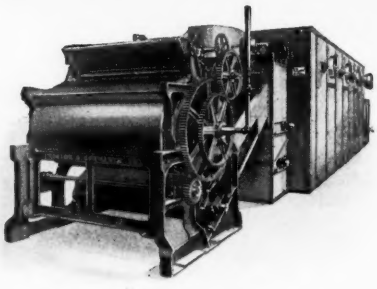
THE calandria or heating element of the GARRIGUE Evaporator consists of a flanged cast iron ring flared out at one end with seamless copper tubes expanded into heavy copper tube sheets. Expansion of the tubes is taken care of by the flexing of the upper or larger tube sheet. Proper circulation of the liquor through the tubes is obtained by baffling the flow of the steam within the calandria.

WILLIAM GARRIGUE & CO.
INCORPORATED
9 So. Clinton Street - - Chicago

Complete installations for
GLYCERINE RECOVERY

GLYCERINE DISTILLATION
OIL REFINING
OIL HYDROGENATION
OIL BLEACHING
FATTY ACID DISTILLATION

New dryer for thin chip soap!



Chilling rolls that produce the popular, very thin chip—a dryer that is radically new and improved throughout.

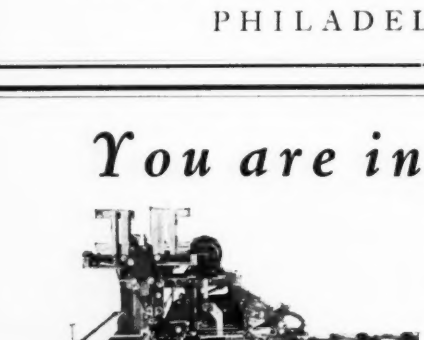
This combination in the new Proctor Chip Soap Dryer offers the opportunity of producing the fastest-selling laundry chip soap, at a new high rate of efficiency and a degree of operating economy never before achieved. The outstanding economies are savings in floor space, steam and power.

The sizes and capacities of the machines being built appeal alike to large and small manufacturers. Write and let us acquaint you with the new features of design and their proven advantages.

PROCTOR & SCHWARTZ, INC.

PHILADELPHIA, PA.

You are interested—



in wrapping your soap neatly and securely at a minimum cost.

This machine operates at a speed of from 100 to 175 per minute, depending on the size and shape of the cake to be wrapped and the character of the wrapper used.

Ferguson & Haas, Inc.

517 Greenwich Street - New York

Manufacturers of

Toilet and Laundry Soap Wrapping Machines

Soap Powder Carton Wrapping and Sealing Machines

Send us samples and let us give you complete details

Say you saw it in SOAP!

Liquid Soap Specifications

(From Page 23)

some profit himself, is practically compelled to substitute lower grade oils and not maintain the care and caution that he will naturally use in the manufacture of soap for the general trade at his list price."

Consider the Soap User

INCORRECT use of any soap may cause trouble, according to W. B. Eddy of the Rochester Germicide Co., Rochester, N. Y., who says: "We are interested in the problem which you present covering the difficulty experienced by a large national user of liquid soap in securing a product that will not chap the hands in cold weather. This last point which is not mentioned in the specifications attached, is in our belief, the only factor of the specifications attached, is in our belief, the only factor of the specifications which presents difficulty to a soap manufacturer. In other words, we do not see any reason why the technical specifications outlined in the U. S. Standards Bulletin No. 124 issued July 27, 1922, might not be readily met by any manufacturer.

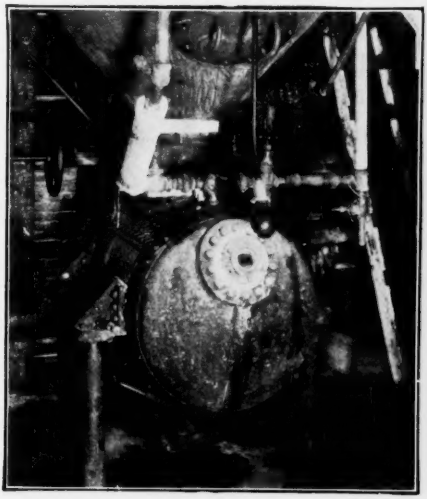
"This matter of liquid soap chapping the hands in cold weather is one that has presented itself to all soap manufacturers of both liquid and cake soap. Very many of these complaints, received from small percentage of users, could be avoided when using either liquid or cake soap, if the skin to which the soap is applied were wet before spreading the lather. If the soap is spread on a dry skin, with a small amount of water, it is rubbed into the pores, and when the soap is washed off, little effort is made to see that the skin is entirely free from it, thus irritation develops on tender skin. Many of the complaints o fchapped hands, claimed to be caused by soap, are not brought about by the soap at all, but by the weather. The use of any kind of soap on a skin that has been cracked by chapping and drying usually aggravates the condition.

"Quite a few of these complaints could be eliminated by educating people in the use of soaps, particularly liquid soaps. A few years ago, we published a small booklet—a size that would fit into the average pay roll—which illustrated and explained how liquid soap should be used, and where these were distributed to the employees, few complaints followed.

"It is believed by some authorities that coconut oil itself has an irritating effect on the skin of many people. If this be the case, then the substitution of another oil in part or wholly for coconut oil in making liquid soap

W&S
WURSTER & SANGER, INC

Crude Glycerine Plants



How much glycerine is left in the salt recovered from your evaporators?

Salt from the old type of salt box and from vacuum filters usually contains from 2% to 6% glycerine.

Even though this salt goes back to the soap kettles, about 40% of this glycerine is lost.

By the use of our Salt Drums and Centrifugals your total glycerine yield can be increased and the labor cost of handling salt reduced.

New Plants Designed—
Old Plants Remodeled

Complete Plants for
Crude, Dynamite and C. P. Glycerine
Laundry, Toilet and Liquid Soaps
Spray-Process Soap Powder
Fatty Acid Distillation
Fat Splitting, Stearic Acid and Red Oil
Refining of Fats and Oils
Hydrogenation of Oils

WURSTER & SANGER, INC.
5201 KENWOOD AVE. CHICAGO

THE SUPERFOS COMPANY

535 PEARL STREET NEW YORK, N. Y.

Sole American Distributors of electrolytic

CAUSTIC POTASH

90/92% Westeregeln Brand

Fused, Broken, Flakes and Powder

Manufactured by the CONSOLIDIRTE ALKALIWERKE

90% actual KOH guaranteed

Imported CHLOROPHYLL, Oil and Fat Soluble

Manufactured by HOLZVERKOHLUNGS INDUSTRIE

FLUOSOUR
The Ideal Laundry Sour

FLUOREX
A Concentrated Fluorine Insecticide

Manufactured by the AMERICAN FLUORIDE CORPORATION

CITRONELLAL for Soap

Cheaper than Citronella Java
Goes Farther

A. M. TODD COMPANY

KALAMAZOO MICHIGAN

BUSINESS ESTABLISHED IN 1869

Say you saw it in SOAP!

may remove this cause of irritation. Another possible source of trouble is not only the free alkali which may be present in the liquid soap in its manufacture but the amount of free alkali which may develop by hydrolysis in the soap itself. It is a simple matter to produce a neutral liquid soap base and thus avoid trouble from free alkali in the manufacture, but it is not so simple to liquefy the base and avoid the development of free alkali by ionization. To meet this condition, many people resort to the use of a small excess of oil as is done by cake soap manufacturers in the "super-cream" or "super-fatting" process. Other use a small amount of mild acid compound which will automatically check the development of free alkali. In fact, we have no doubt that each manufacturer has a method of his own for meeting this difficulty.

"The above suggestions do not necessarily completely answer your inquiry but possibly they indicate what may be done beyond the ordinary specifications to improve the liquid soap. They, however, cannot provide for the incorrect use of the soap which will always defeat specifications so far as making the soap absolutely 'fool proof.'"

L. B. Schwarz of the Clifton Chemical Co., New York, states: "The specifications are easy to meet and the resulting soap will give a rich creamy lather. However, coconut oil soap has the inherent characteristic of hydrolizing and this in cold weather may cause the soap to be somewhat harsh on the hands. The way to overcome this is to use 1/3 of olive oil and 2/3 of coronut oil when the soap is made up. The lather of the soap will not be quite as copious, but it will be a good deal softer on the hands and will not have so pronounced a chapping effect in the cold weather."

The C. B. Dolge Co., Westport, Conn., states: "We believe that the specifications as set forth in the attached are fair and should be easy to meet. The choice of raw materials and water used would determine the percentages of unsaponifiable matter, chloride, sulfates, etc. The free alkali can be controlled by the saponification of the material in the kettle and the unsaponified saponifiable matter can be controlled by the time of cooking."

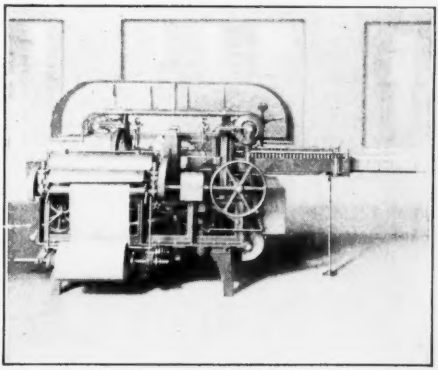
Imported household insecticides find a small market in Australia, according to a recent Consul report, since there are numerous local manufacturers on the ground and continuously after the business. Duties on finished insecticides are high and at the same time raw material duties are either low or non-existant.

A Wax Wrapped Carton is Superior to an Unwrapped One for the following reasons:

Superior Protection

Cleanliness

Appearance



JOHNSON MACHINES insure a tight, properly sealed wrap and accentuate transparency of the paper used.

Money spent for wax wrapping the **JOHNSON WAY** pays dividends through increasing sales.

No other method of wrapping cartons provides such protection for their contents.

***We are also manufacturers of complete packaging units consisting of* net or gross weight scales, bottom and top sealing machines with and without automatic carton feeders and lining machines.**

The
JOHNSON AUTOMATIC SEALER CO.
LIMITED
Battle Creek **Michigan**
Branches: New York - Chicago - London

JOHNSON
AUTOMATIC PACKAGING MACHINERY

SOAP MACHINERY

Sensational Offerings of Soap Machinery in Guaranteed First-Class Working Condition

Dryers
Two Proctor & Schwartz Large Roll Soap Chip Dryers complete.
Three Proctor & Schwartz Soap Chip Dryers with five Chilling Rolls.
Proctor & Schwartz Bar Soap Dryers
Condon & Huber Soap Chip Dryers.

Soap Crutchers
Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000#, 1200#, 1350#, 1500#, 1800#, 3000#, 6000#, & 10000# cap.
Crutchers for floating soaps.

Soap Presses
Jones, Machinery Designing & Ralston Automatic Presses for toilet and laundry soap.
Dopp, Crosby & Empire Foot Presses.
Scouring Soap Presses.

Grinders & Mixers
Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc.
Schultz-O'Neill Mills.

Soap Cutting Tables
Houchin-Aiken Steel Automatic Table with self-spreader & extra headers.
Wooden Tables with and without self-spreader attachments.

Soap Slabbers
Houchin-Aiken, Curtis-Davis, Dopp & Newman's Hand and Power Slabbers.

Toilet Soap Mills
2, 3, 4, 5 and 6-roll Granite Toilet Soap Mills.
Houchin-Aiken 4 and 5-roll Steel Mills.

Plodders
Houchin-Aiken, Rutschman & Allbright-Nell 6", 8" & 10" Plodders.

Soap Powder Machinery
Blanchard #10-A & #14 Soap Powder Mills.
Broughton Soap Powder Mixers.
Wms. Patent Crusher & Pulverizer.
Sedberry Crusher, Grinder & Pulverizer.
A-N 5x7 Crystallizing Rolls.

Filter Presses
Sperry, Perrin & Shriver Cast Iron Filter Presses, 12", 18", 24", 30" & 36".
International & Monopod Filters

Various Other Items
Wm. Garrigue Glycerine Evaporators.
Steel Soap Frames, 600#, 1000#, 1200#, 1500#, & 1800# cap.
Automatic Soap Wrapping Machines.
Steel, Copper & Aluminum Kettles.
Soap Remelters, Tube Fillers.
Filling & Weighing Machines.
Pneumatic Scale Corp. Can Filling Machine for cleansers, etc.
Brass Soap Dies for foot & aut. Presses.
Soap Chippers, Scales, Motors, Amalgamators, Soap Racks, Bottle Filling & Capping Machines, Talcum Can Crimpers, etc.

Send us a list of your surplus equipment — We buy single items or complete plants

NEWMAN TALLOW & SOAP MACHINERY CO.
1051-1059 WEST 35TH STREET CHICAGO, ILL.
Telephone—Boulevard 1650-1651

FOR IMMEDIATE LIQUIDATION

These Items must be moved regardless of cost

CRUTCHERS—4 Houchin-Aiken Jack. Vert. 1200 to 6500 lb.
CUTTERS AND SLABBERS—1 Huber wood frame cross cutting table; 1 Houchin-Aiken Wood Slabber.
DRYER—1 Proctor Automatic Soap Chip Dryer, 1500# per hour, complete with chilling rolls.
ENGINES—6 Steam Engines, 15 to 65 H.P.
BOILERS—3 125 H.P. HRT.; 3 25 and 60 H.P. Fire tube
EVAPORATOR—1 Garrigue Glycerine 48" dia., 3 section, complete with salting out pan, pumps, etc.
FILTER PRESSES—8 Filter Presses, Iron, 18, 24, 30, 36 and 42 in. sq.
FRAMES—350, 600, 1200# capacity-steel sides.
STONE MILLS—1 18"x24", 4 roll; 12"x24", 3 roll.
PRESSES—2 Houchin-Aiken Foot Press., Empire State; 1 Jones Automatic.
PUMPS—4 Worthington Duplex Steam; 9 Centrifugal and Rotary Iron.
PLODDERS—4 6", 8" and 10" Houchin-Aiken.
TANKS AND KETTLES—30 Jack. Iron Kettles, 40-2000 gals.; 20 Steel Storage Tanks, 100-12000 gals.; 10 Copper and Alum. Jack. Kettles, 10 to 200 gals.; 4 Vert. Copper Storage Tanks, 1400 gals.

TWO SMALL COMPLETE PLANTS FOR SALE!

We are always in the market for good used machinery from single items to complete plants!

STEIN-BRILL CORP.
25 CHURCH STREET
PHONE! New York City WRITE!
Phones—Rector 3168-9

FOR SALE

Good Equipment at Bargain Prices

1 New Albright Well Amalgamator
4 Chippers, 20", 24", 30".
8 Crutchers—Dopp & H-A — Strunz — 1500#, 3000#, 3600#
200 Soap Frames—600#, 1200#, 1500#
2 Stone Mills—H-A, 12"x24", 3 Roll and 18"x24", 3 Roll
2 Steel Mills—H-A, 14"x36", 5 Roll
1 Blanchard Mill—10A
3 Plodders—H-A, 8" and 10"—Huber 10"
10 Foot Presses—H-A, Huber, Dopp, Emire
2 Scouring Presses—H-A
2 Power Presses—Ralston, Jones
3 Remelters—Acme 30"x12½', 2 H-A 42"x6'
1 Slabber—H-A 600"
1 Continuous Chip Dryer—Proctor & Schwartz 1500#
1 Glycerine Evaporator—Garrigue Complete
15 Filter Presses—12", 18", 24", 30", 36", 42",
75 Kettles and Pots—Plain, Jacketed, or Agitated 20 gals. to 2000 gals.
4 Soap Kettles—4 Kettles 50 tons each.
50 Tanks—Rectangular and Cylindrical, 50 to 14000 gals.

SEND FOR OUR LIST
SELL US YOUR IDLE EQUIPMENT

Consolidated Products Co., Inc.
15 Park Row, New York City

Say you saw it in SOAP!